

HEINZ

H. J. Heinz Company

Producers, Manufacturers
and Distributors

Pure Food Products

“57 Varieties”



H. J. Heinz Company

Main Plant and Administrative Offices

Pittsburgh, Pa., U. S. A.

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HEINZ LOCATIONS

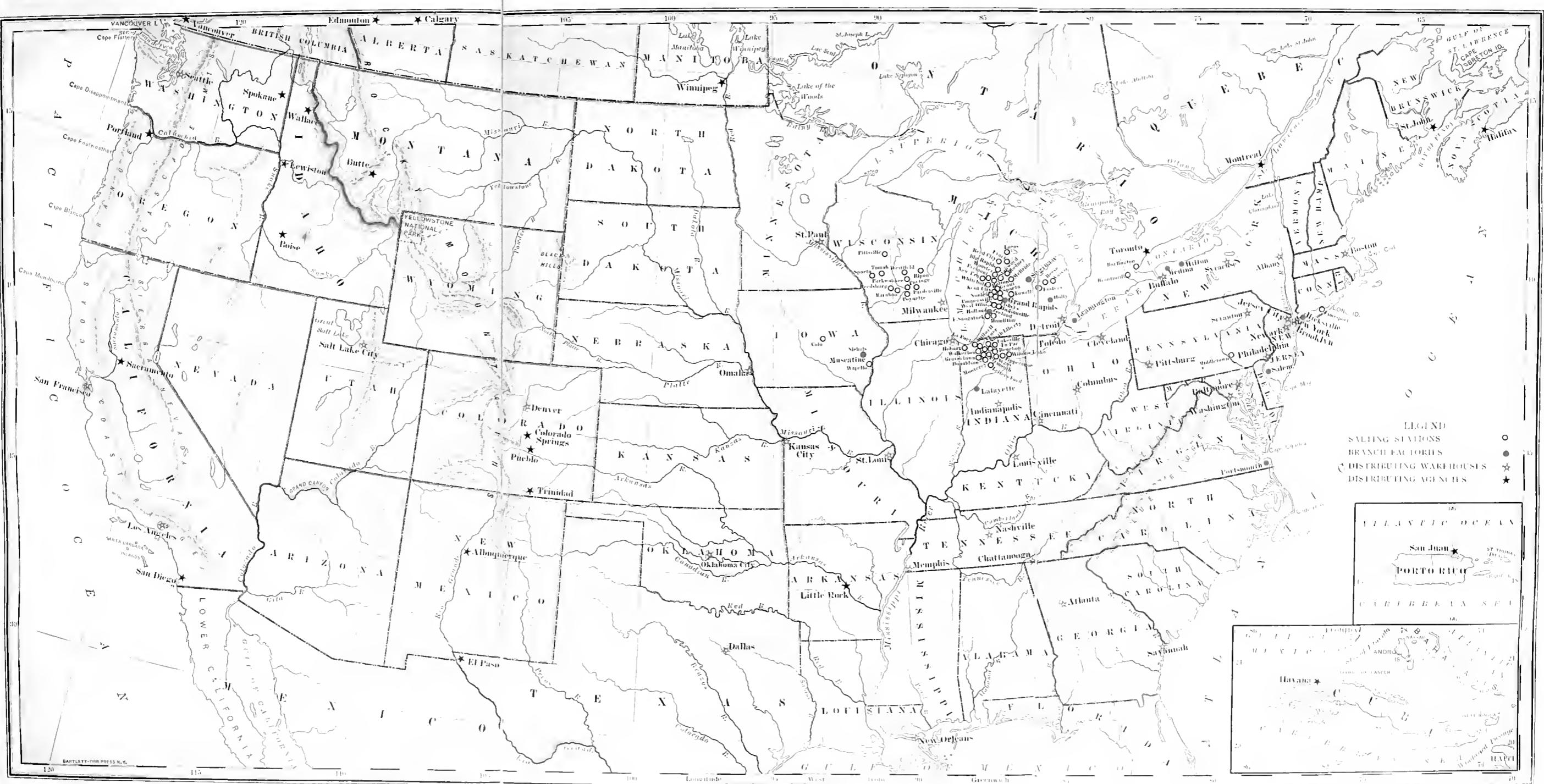
HN the growth of the Heinz business there has of necessity been a vast extension of its facilities, both for the securing and handling of materials and likewise for the distribution of its finished product. As will be shown elsewhere in these pages, the Company's fruits and vegetables are obtained direct from the soil, either from farms of its own cultivation of farm land operated under contract, and because of the peculiar adaptability of certain soils and climates to the perfect growth and development of certain articles, these lands are in widely scattered areas; mostly, however, in that section of the United States known as the Middle West.

The handling of these farm products at the exact period of their maturity in such a manner as to insure the retention of all their freshness, necessitates the maintenance of many receiving or salting stations where materials may receive their first attention on the same day that they are harvested.

Less in number but also numerous are the branch factories, that have been located conveniently with relation to these receiving stations, to still further facilitate quick handling of material as well as to simplify the transportation problem.

Nor does the Company's watchful care for its products cease when a finished article has been sealed in its final container. It is a part of the Heinz policy to regard no article as completely sold until it has been consumed. Thus it must provide also for the distribution of finished goods in a manner that will insure their freshness through delivery in rotation according to dates of packing and at the same time facilitate the convenience of the retail merchant who constitutes in this case the only medium between the manufacturer and the consuming public.

For the best accomplishments of these purposes, there has been organized a system of distributing



SALTING STATIONS

Walkerton, Ind.	Cole, Iowa	Whitehall, Mich.
Plymouth, Ind.	Nunica, Mich.	Hobart, Ind.
Hicksville, L. I.	Reed City, Mich.	Reedsburg, Wis.
Muscatine, Iowa	Leiter's Ford, Ind.	Baraboo, Wis.
Holly, Mich.	Lucas, Mich.	Packwaukee, Wis.
Grovertown, Ind.	West Olive, Mich.	Pardeeville, Wis.
Saginaw, Mich.	Big Rapids, Mich.	Tomah, Wis.
Holland, Mich.	McBride, Mich.	Portage, Wis.
La Paz, Ind.	Reese, Mich.	Pittsville, Wis.
Monterey, Ind.	Holton, Mich.	Westfield, Wis.
Hamilton, Mich.	Argos, Ind.	Rodney, Mich.
Burlington, Ont.	Fremont, Mich.	Brantford, Ont.
Jamesport, L. I.	Coopersville, Mich.	Ropin, Wis.
Stillwell, Ind.	Grand Rapids, Mich.	Poynette, Wis.
Zeeland, Mich.	Sparta, Mich.	Wooster, Mich.
Bourbon, Ind.	Tyner, Ind.	North Liberty, Ind.
East Saugatuck, Mich.	New Era, Mich.	Lakeville, Ind.
Donaldson, Ind.	Tippecanoe, Ind.	Vassar, Mich.
Grant, Mich.	Hudsonville, Mich.	Evart, Mich.
Stanwood, Mich.	La Porte, Ind.	Fisher, Mich.
Lowell, Mich.	Posters, Mich.	Kent City, Mich.
Wapello, Iowa	Leamington, Ont.	Winona Lake, Ind.
Nichols, Iowa	Middletown, Pa.	Sparta, Wis.

BRANCH FACTORIES

Hicksville, L. I.	Muscatine, Iowa	Leamington, Ont.
Saginaw, Mich.	Holland, Mich.	Holly, Mich.
Portsmouth, Va.	Grand Rapids, Mich.	Medina, N. Y.
Lafayette, Ind.	Salem, N. J.	Hilton, N. Y.

DISTRIBUTING WAREHOUSES

New York, N. Y.	Cleveland, Ohio	St. Louis, Mo.
Brooklyn, N. Y.	Toledo, Ohio	Memphis, Tenn.
Jersey City, N. J.	Columbus, Ohio	New Orleans, La.
Boston, Mass.	Cincinnati, Ohio	Pittsburgh, Pa.
Albany, N. Y.	Louisville, Ky.	Dallas, Texas
Newark, N. J.	Nashville, Tenn.	Kansas City, Mo.
Philadelphia, Pa.	Chattanooga, Tenn.	Omaha, Neb.
Scranton, Pa.	Detroit, Mich.	Denver, Colo.
Baltimore, Md.	Chicago, Ill.	Salt Lake City, Utah
Washington, D. C.	Grand Rapids, Mich.	Seattle, Wash.
Savannah, Ga.	Milwaukee, Wis.	San Francisco, Cal.
Atlanta, Ga.	Indianapolis, Ind.	Los Angeles, Cal.
Buffalo, N. Y.	St. Paul, Minn.	Oklahoma City, Okla.
Syracuse, N. Y.		

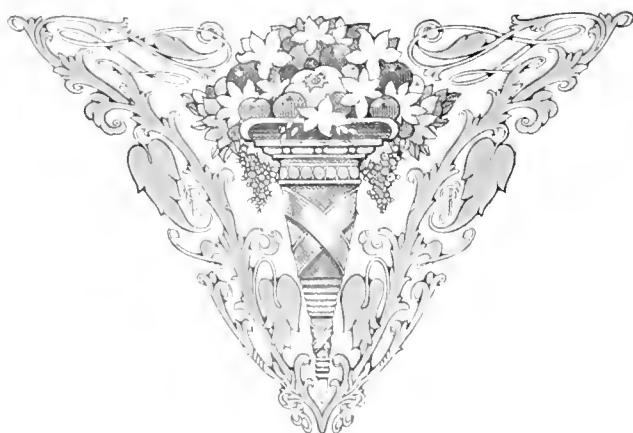
DISTRIBUTING AGENCIES

Little Rock, Ark.	Spokane, Wash.	Calgary, Alberta
Colorado Springs, Colo.	Portland, Ore.	Winnipeg, Man.
Pueblo, Colo.	Sacramento, Cal.	Toronto, Ont.
Trinidad, Colo.	Albuquerque, N. M.	Montreal, P. Q.
El Paso, Texas	San Diego, Cal.	St. John, N. B.
Boisé, Idaho	Butte, Montana	Halifax, N. S.
Lewiston, Idaho	Vancouver, B. C.	Havana, Cuba
Wallace, Idaho	Edmonton, Alberta	San Juan, Porto Rico

warehouses in the principal commercial centers wherever justified by the density of population, while in some more sparsely settled sections the distribution is through agencies which are placed in the hands of important houses especially equipped to meet the varying needs of the business; these being, however, always under the direct local supervision of the Company's representatives.

At all these distributing points are constantly carried full stocks of the "57 Varieties." The goods are shipped to them in car lots and thence distributed direct to retailers in surrounding territory—a method of distribution which affords prompt service to the merchant and the economy of which very materially reduces the cost to the consumer.

For the better understanding of this system of securing supplies and manufacturing and distributing the product, the accompanying self-explanatory map has been provided.



ADMINISTRATION BUILDING MAIN PLANT

WITH the growth of the manufacturing and distributing facilities of the business came the need of larger executive quarters, and in 1907 the Company erected at its main plant in Pittsburgh, a modern office building, complete in every detail of administrative requirement.

This structure, six stories high, with a façade of white enameled tile supported on a base of Gouverneur marble, is constructed of reinforced concrete and embodies the latest advances of modern architecture. Being open on all sides, it enjoys a maximum amount of exterior light, the windows—wide and massive—securing this advantage to the fullest extent. The ceilings are high, and the ventilation perfect. All the air entering the building passes through a curtain of running water which washes it of impurities. It is then dried, filtered, cooled or heated according to the season, and forced by mechanical fans to the different floors—thus providing a perfect fresh-air circulation and constant equal temperature.

The first floor of the building, modeled upon the plan of a spacious rotunda, is intended for the reception of the thousands of visitors who are annually entertained and conducted through the Heinz kitchens. This floor is finished with central columns and side panels of marble, and decorated with a series of mural paintings, representing various scenes in the growth and preparation of the Company's products. Directly under the light dome, which rises from the center of the entrance floor, an Italian marble fountain plays.

The entire building is used for the purposes of business administration, with the exception of the top floor, where a fully-equipped restaurant is maintained for the office employees. The treasurer's office and general accounting department occupy the entire second floor,



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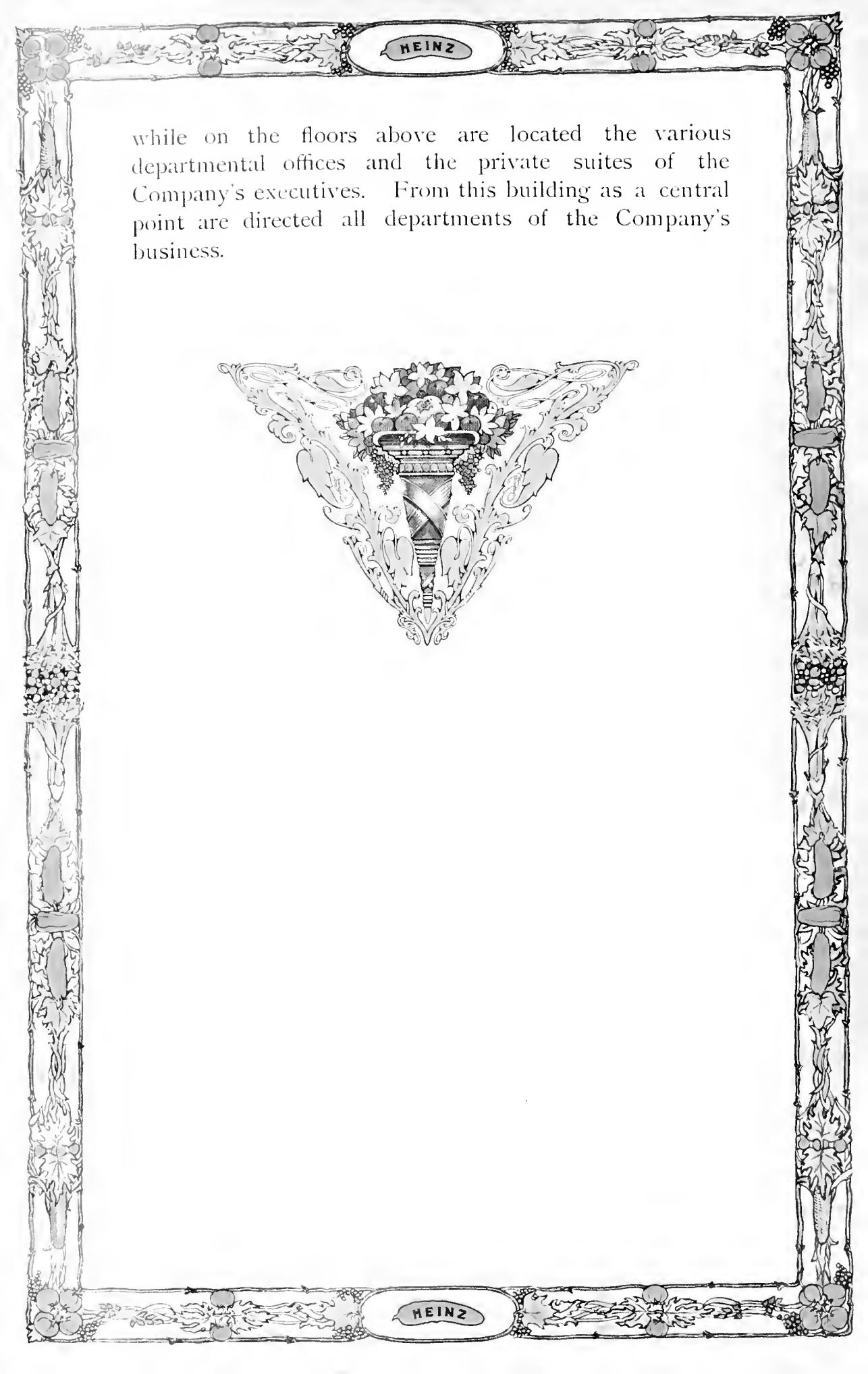
Administration Building
Rotunda



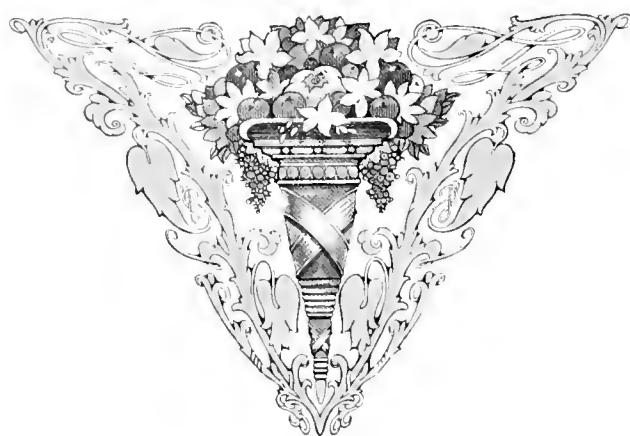
General Office
President's Office

HEINZ

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while on the floors above are located the various departmental offices and the private suites of the Company's executives. From this building as a central point are directed all departments of the Company's business.



THE HEINZ MAIN PLANT

HE business of H. J. Heinz Company was started in 1869, at Sharpsburg, Pennsylvania, a suburb of Pittsburgh. Mr. H. J. Heinz, its founder and present head, began with a plot of cultivated horse-radish, less than an acre in extent. His original factory was a single room in the basement of a small brick house near his residence.

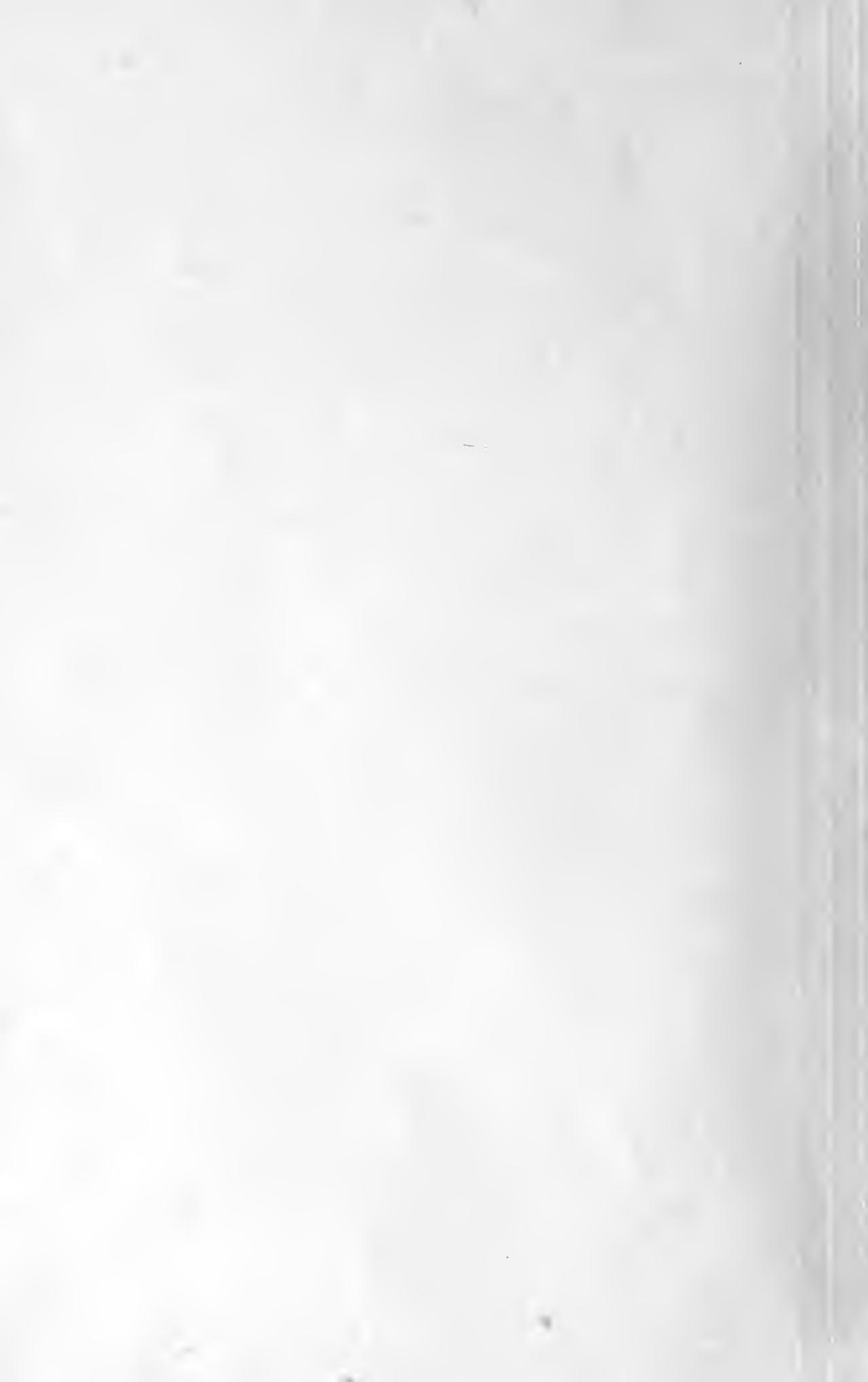
With the demand that always follows superior quality, however, the business soon outgrew its narrow quarters and a few years later it was moved to Pittsburgh. In the meantime, other products had been added to the output and more manufacturing space was leased from time to time to meet the requirements of the business expansion until, in 1889, the business had again outgrown its limited space in the congested district of the city and a new location, embracing about thirty-six city lots, was purchased on the north side of the Allegheny River. This was the beginning of the Company's present Main Plant.

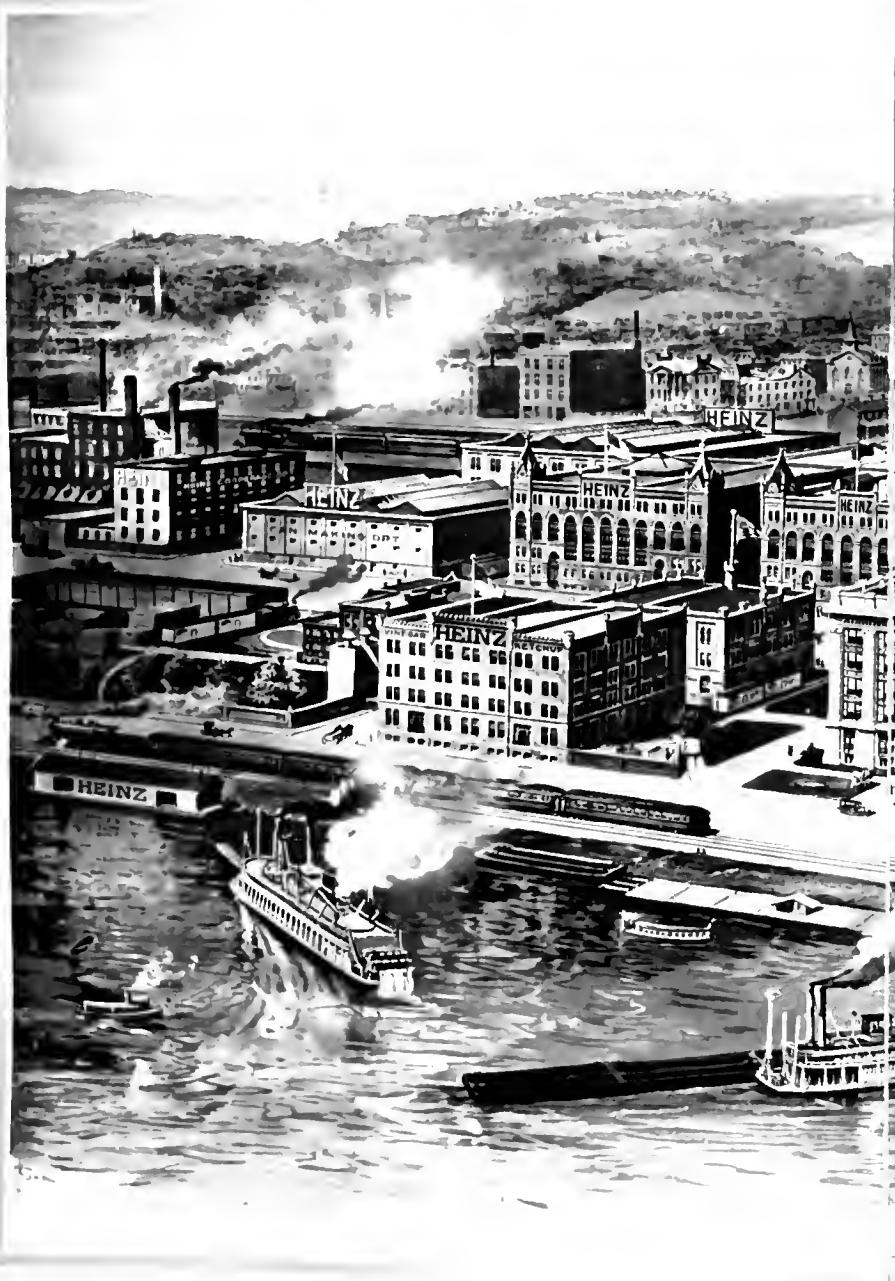
Since that time numerous buildings have been added, until today the Heinz Establishment is the largest of its kind in the world. It now covers one hundred and sixty city lots, and includes within its borders twenty-five massive brick buildings with a floor space of over twenty acres.

All the buildings are constructed on a uniform architectural plan and grouped around large open courts to secure abundant light and ventilation for every working floor and everywhere throughout the Plant the strictest regard for cleanliness and hygiene is observed.

The present location of the Main Plant affords ample transportation facilities by four great railroad trunk lines and by river boats, with which the Company maintains its own direct connections.

And to these extensive manufacturing facilities, additions and improvements are constantly being made to meet the steadily increasing demand for Heinz Pure Foods.



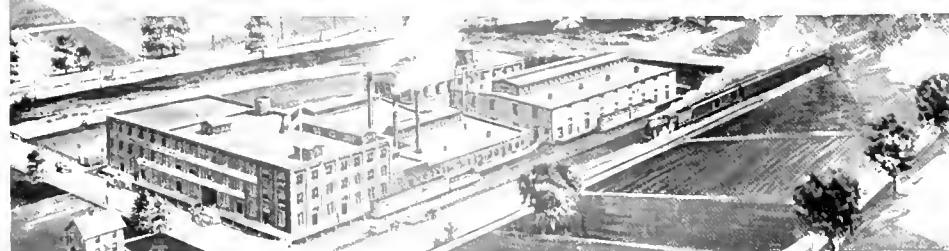
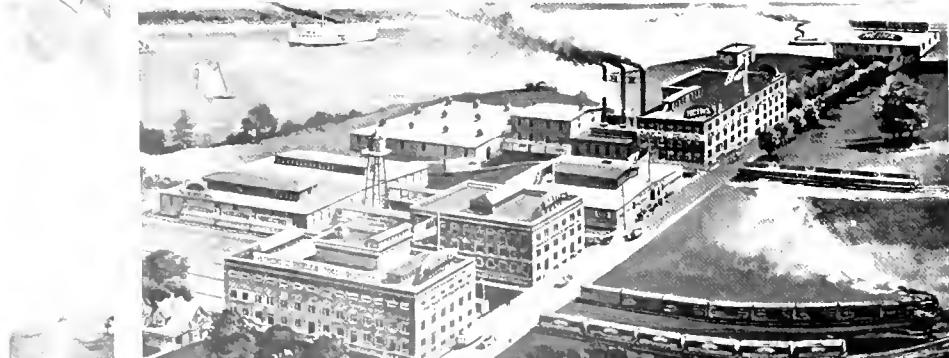
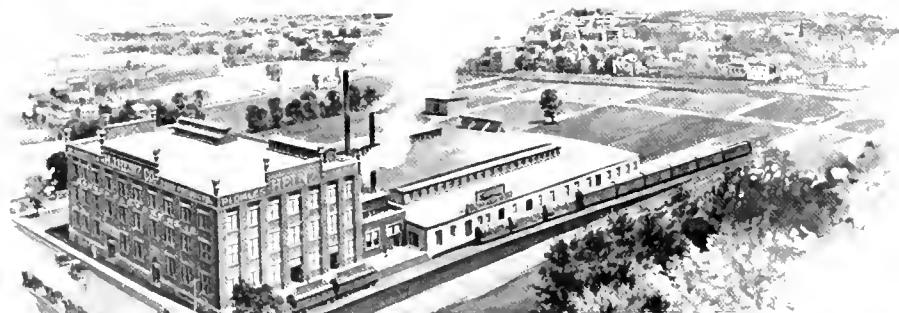


Main Plant



Where we began - 1869

HEINZ



Some of our Branch Factories

Medina, New York Harsleb, New York
Grand Rapids, Michigan Holland, Michigan
Muscatine, Iowa

HEINZ

BULK PICKLE BUILDING MAIN PLANT

THE care in growing, the unusual facilities and the skill that has come with long experience in preparing Heinz Pickles are responsible for their exceptional qualities. Only perfect pickles grown on Heinz farms or under our supervision are used and they are sorted into twelve different sizes before packing. After salting, which takes place on the same day they are taken from the vines, they are ready as wanted to be processed, spiced, and pickled in either vinegar or sweet liquor, and packed in their final containers.

The perfecting of Heinz Pickles requires a series of processes calling for painstaking and never-ending care and watchfulness from the ground to finished package. Care in the selection and propagation of the seed to insure thin skins, small seeds and delicate fibre. Care in the inspection to insure only fresh harvested stock, care in salting, care in transportation, for which we have specially constructed cars, and care and skill in the final process.

And no less care is employed in the sorting to secure uniformity in size and perfection of shape, and in the selection and preparation of the vegetables that are used in our mixed pickles.

Moreover, Heinz Pickles are carefully counted, and full count and measure are always guaranteed.

Some of the methods of processing, grading, cutting mixed pickles and counting, are shown in the accompanying illustrations of scenes at the main plant and our Holland, Mich., branch.

Heinz pickle products in bulk consist of the following varieties:

SWEET PICKLES

PLAIN AND MIXED

Preserved with pure refined sugar, pure vinegar of our own manufacture, and seasoned with aromatic spices.





Cutting Mixed Pickles

Bulk Pickle Building - Main Plant

Peeling Onions

Bulk Pickle Department

Mixed Pickle Department

Pickle Processing Room, Holland Factory

Counting Pickles

HEINZ

EXTRA SPICED (SOUR) PICKLES

PLAIN AND MIXED

Crisp fresh vegetables, pickled and spiced in a way that makes them an appetizing relish; not strong and peppery, but piquant and agreeable to the taste.

CHOW CHOW

Selected, pickled vegetables, combined with a smooth, finely flavored mustard sauce.

DILL PICKLES

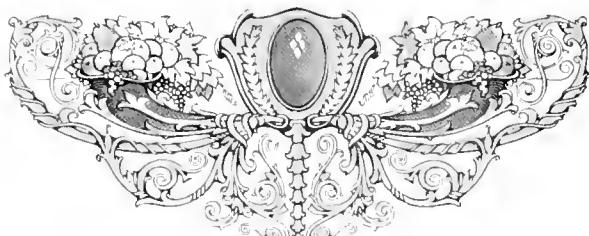
Genuine fermented dill pickles, permeated to the heart with the delicious flavor of dill flower, agreeably seasoned with salt and pure spices.

EUCHRED PICKLE

A new and highly seasoned sweet pickle, of such delicate piquancy that it tempts the most jaded appetite.

Heinz Pickles in bulk are packed in pails of one, two and five gallons capacity; in ten-gallon kegs; and in half-barrels, barrels and casks of sixteen, thirty-two and forty-eight gallons capacity, respectively.

Heinz Pickles in glass are referred to on another page.



VINEGAR MAKING

IN all there are six factories devoted, wholly or partly, to the manufacture of the different kinds of Heinz Vinegar, located respectively at Pittsburgh, Pa., Hicksville, L. I., Medina, N. Y., Hilton, N. Y., Holly, Mich., and Holland, Mich.

These plants are equipped with every modern facility for the cleanly manufacture and perfect ageing of pure and healthful vinegar products in such a manner as will secure the highest degree of aroma, flavor and food value.

Four different types of vinegar are manufactured: Malt, a fermented product of malted barley; White, distilled from corn and other grains; Cider, fermented from the pure juice of apples, and Rex Amber, a fermented product of granule cane sugar.

For the manufacture of Heinz grain vinegars we require and maintain complete appliances for brewing and distilling, including elevating appliances for the raw material. In the manufacture of cider vinegar we employ hydraulic presses of 40,000 pounds daily capacity and our great clearing, ageing and storing tanks have capacities up to 20,000 gallons each.

As a part of the care bestowed upon Heinz Vinegars, when drawing off a tank of vinegar into barrels for shipment a test sample is always set aside and kept for reference. On this is noted a number, the age and strength of the vinegar and the date, and a corresponding number is placed upon each package—this as a means of determining promptly any future question that may arise concerning the quality and character of the original contents of any vinegar packages bearing the Heinz brand.

It is believed that H. J. Heinz Company is the largest producer of vinegar in the world.

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Vinegar Department — Main Plant

Vinegar Building

Storage and Shipping

Labeling Jugs

HEINZ

BAKED BEAN BUILDING MAIN PLANT

HIS department, occupying practically a whole building, has a capacity of many millions of cans per year, and there is no more interesting process at the "Home of the 57" than the preparation and packing of Heinz Baked Beans.

Here one sees the choice beans, already hand picked before received, undergo a final cleaning to positively insure the removal of all imperfect beans or bits of overlooked chaff as they pass in a thinly divided stream on a canvas belt before quick-eyed and nimble-fingered girls trained in their work of inspection by long practice.

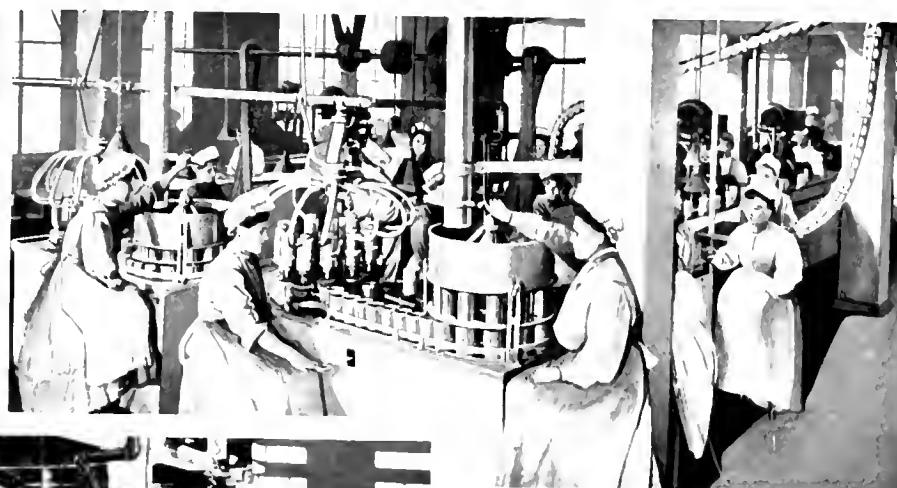
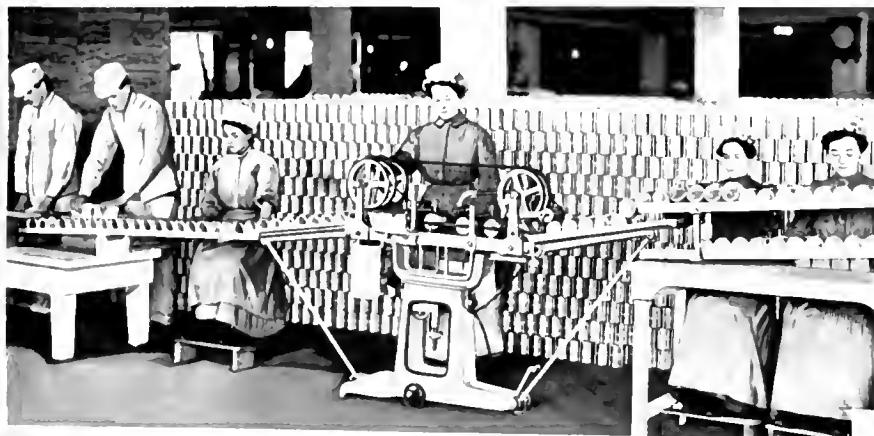
The beans then, no more to be touched by human hands, are washed, soaked, parboiled and passed into the baking ovens, all by automatic process, to emerge thoroughly baked, mealy and brown, through an automatic filler by which they are placed in the cans.

In the meantime the cans, clean and shining bright as only new tin can shine, come traveling down, also automatically, on a track from the storage floor above, to take their places in line on a conveyor which first carries them through an inclosed box where they are still further and perfectly cleansed and sterilized by a bath of live steam and forced jets of hot and cold water; thence farther along, past the white-capped girl who drops from the point of a fork a piece of prime pork in each as it goes by.

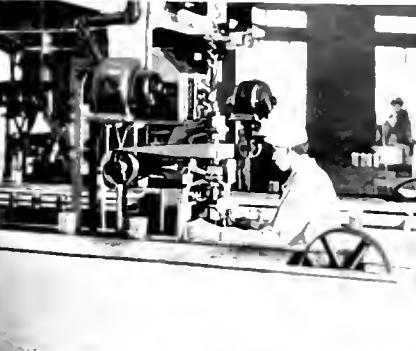
Stopping for nothing they still pass on to the filler where each can receives its quota of beans—thence, when tomato sauce is added, to another automatic (sauce) filler from which the sauce flows through silver-lined tubes.

Ready now to be sealed, another white-capped girl deftly drops a cap on each before it arrives at the ingenious machine which spins the cap securely into its place

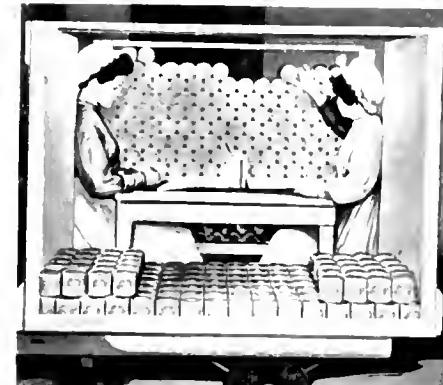




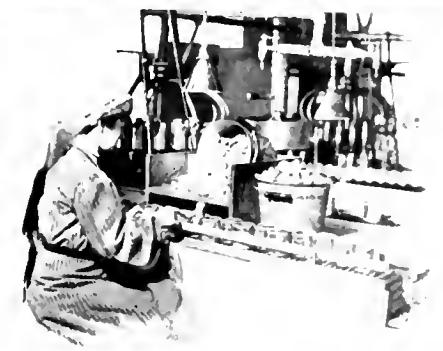
Labeling Machine
Baked Bean Building — Main Plant



Baked Bean Department



Filling Machines



Hand Filling
Putting in the Park

Scaling the Cans
Sterilizing

and with this slight interruption, the journey is continued through another spray of water to the end of the conveyor where the cans are packed in a great iron basket for final sterilization.

This sterilization is accomplished by placing the baskets referred to in retorts to which a high degree of heat is introduced by the admission of live steam, after which the cans are stacked in great piles to cool.

Here they are left for several days, in order that any defect in sealing may be observed, and then they are ready for the labeling machine, through which they roll with quick, bright flashes, each can picking up and affixing its own label as it goes along, to drop into the cases in which they find their way to their final destination.

Some of these interesting scenes are depicted in the accompanying illustrations and a more detailed description of the character and packing of Heinz Baked Beans will be found upon another page.



BOTTLING PICKLES

HE entire top floor of the largest building at the main plant is devoted to pickle bottling and this department, in its orderly arrangement and with its army of neat, white-capped girls, furnishes to visitors one of the most attractive features of the entire establishment and proves a never-failing source of interest to all who see it in operation.

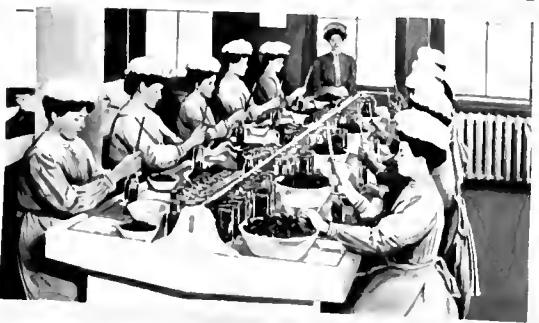
Splendidly lighted by windows on four sides and roof lights overhead, and finished in white and green enamel, this department is a model of cleanliness and sanitation.

Here are packed all the Heinz Pickles sold in glass bottles. The girls are seated on opposite sides of long tables, topped with white tile, on which are placed the carefully washed and sterilized bottles, and the different vegetables for plain and mixed goods which have been previously processed and made ready for this final operation.

Many of the attractive features of this department are well shown in the accompanying illustrations, but it is impossible to realize, without actually seeing it, the skill and dexterity of the girls who pack the pickles, dropping them into the bottles, one piece at a time and fixing each in place by the aid of a slender wooden rod with a grooved end, which is the only instrument used.

In every style of bottle there is a place for every pickle and for every other vegetable that goes into it. All Heinz Pickles are packed with careful precision according to standard designs rigidly adhered to. This is not only necessary in order to insure tight packing and prevent the bruising of the pickles, but it adds to the appetizing appearance and salability of the goods, and not of least importance serves to impress upon the minds of those engaged in the work the necessity of exactness and care in all things connected with the preparation of the "57 Varieties."





Cooking Dept.
Wrapping Bottles
A Bottling Table



Bottling Department
144,000
In process daily



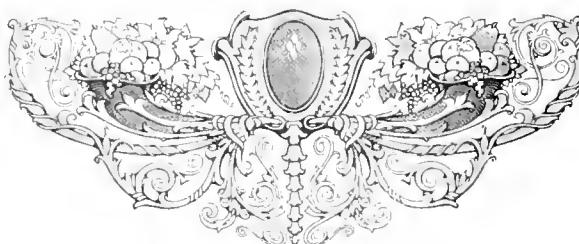
Wrapping
144,000
In process daily

A system of inspection is maintained here as in all other departments and no bottle is passed as complete if it shows imperfection in any way. These bottles, of Heinz Mixed Pickles for instance, may be purchased at different points thousands of miles apart and will be found so closely alike in color combination and pattern of arrangement that they would readily be recognized as Heinz Pickles even if they bore no label at all.

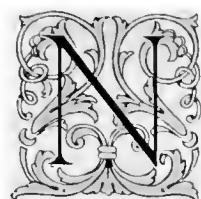
After passing the first inspection table the bottles are filled with their liquid content, old XXX Malt Vinegar for sour pickles, White Pickling Vinegar for onions and peppers, sweet liquor for Sweet Pickles and, for Euchred Pickle, the special sweet spiced vinegar that gives this condiment its indescribable flavor.

The capping and sealing operation comes next and then follows in succession, the labeling, washing and wrapping with frequent inspections at every turn until each package, complete and perfect as it is possible to make it, finds its place in the shipping case ready for marketing.

In the various operations of the pickle bottling department are employed several hundred persons and many among them are the most skilled of all the Company's factory help.



TOMATO PRODUCTS



O greater care is bestowed upon any Heinz product than upon the vast quantities of tomatoes that enter so largely into the preparation of the "57 Varieties" and form the chief basis of our Tomato Ketchup, Tomato Soup, Tomato Chutney and Chili Sauce.

Here, as with Heinz Pickles, quality commences with the selection of seed and follows with selection of soil, climatic conditions and methods of cultivation and harvesting to secure the best growth and development and the most perfect maturity.

Many of the tomatoes are grown on the Company's own farms and all under Heinz supervision. Only those varieties that experience has demonstrated are best for the purpose are used, and they must be fully ripened, and prepared on the same day they are picked from the vines. In no other way will the finished product retain the delicate fresh fruit flavor that is so characteristic of all Heinz fruit and vegetable foods.

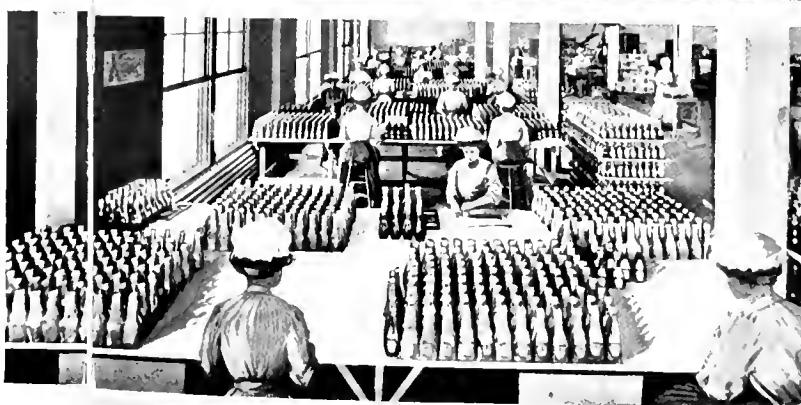
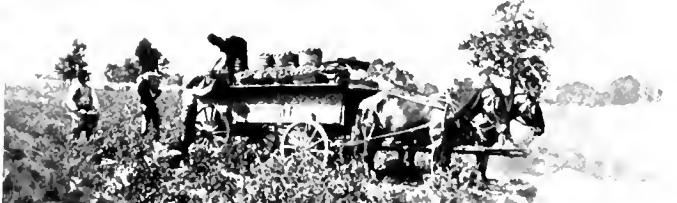
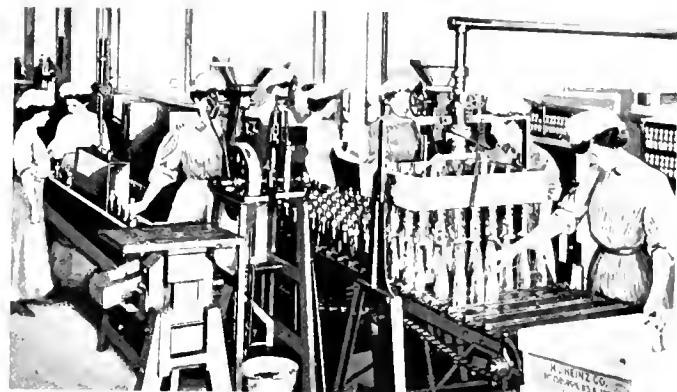
Tomato harvesting scenes from Heinz farms in the vicinity of Grand Rapids, Mich., and various operations of ketchup making and packing at the home plant and at the Holland and Grand Rapids branches are shown in the accompanying illustrations.

In making Heinz Pure Tomato Ketchup, after the tomatoes have been carefully sorted, washed and scalded, the skins, cores and fibres are removed, leaving only the rich red juice and pulp to be used.

The seasoning and boiling is entrusted only to experts who have had years of experience in their particular line. From the kettles the finished product is piped direct to the filling machines through silver-lined tubes and bottled, almost at boiling heat, in scrupulously clean and carefully sterilized containers.

So rapid and thorough is the whole operation that the product scarcely comes in contact with air from the time it leaves the kettle until it is corked in the bottles.



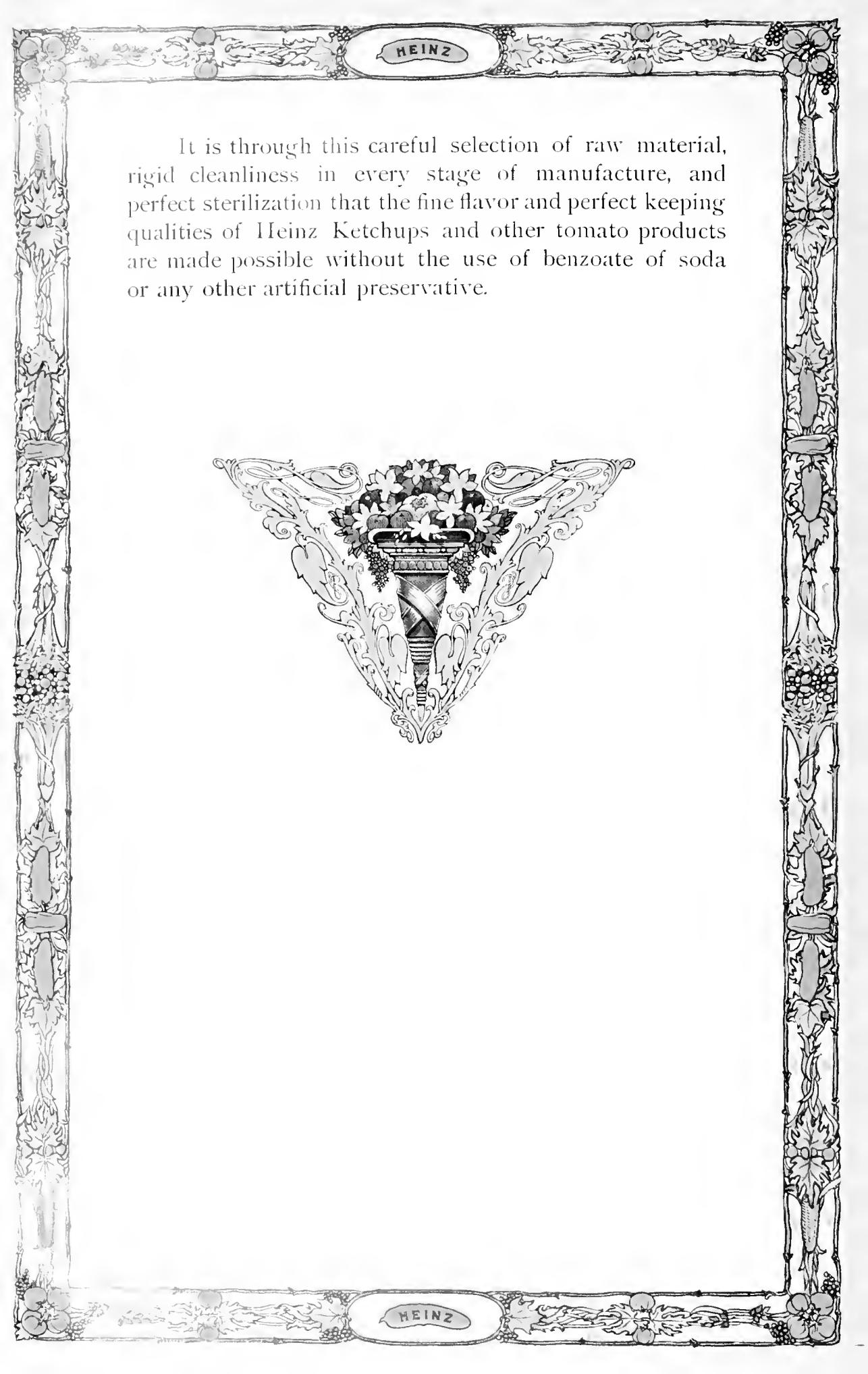


A Heinz Tomato Farm
Ketchup Department, Grand Rapids Factory
Receiving and Sorting Tomatoes

Ketchup Making

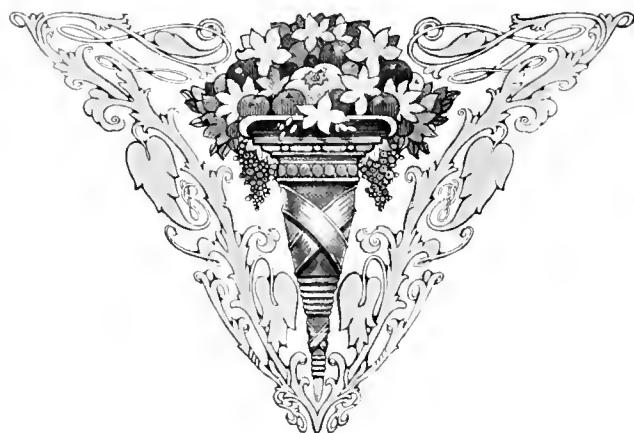
Ketchup Department, Holland Factory

The Kettles
Filling and Corking Bottles
Harvesting Tomatoes



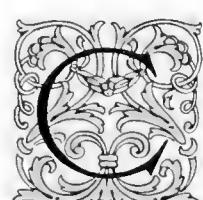
HEINZ

It is through this careful selection of raw material, rigid cleanliness in every stage of manufacture, and perfect sterilization that the fine flavor and perfect keeping qualities of Heinz Ketchups and other tomato products are made possible without the use of benzoate of soda or any other artificial preservative.



HEINZ

PRESERVES BUILDING MAIN PLANT



CAREFUL selection of fruit, preparation by improved methods, rigid cleanliness and strict purity are the secrets of the high quality that always characterizes Heinz fruit products, which consist of Preserves, Fruit Butters and Fruit Jellies.

In making these the fruits are selected as to variety to obtain the best possible and most lasting flavor and the only ingredient added is pure granulated cane sugar, of which over 20,000 barrels are used by the preserving department alone in a single season.

The cooking is by steam in double kettles of burnished copper which never scorch their contents and is conducted by white-uniformed chefs who have made a life study of the preserving art.

The floors of the department are of white oak and caulked like a ship's deck, so that they may be frequently sand-scoured and flushed down with fresh water. The surroundings are spotlessly clean. Precautions are especially taken to keep the air of the room sweet, pure and free from germ life.

The capacity of the Heinz preserving kitchens is almost unlimited. Sometimes in a single day as many as 50,000 quarts of strawberries or cherries are picked over and hulled or stemmed and seeded, all by hand in the home way, and washed, preserved and packed for shipment.

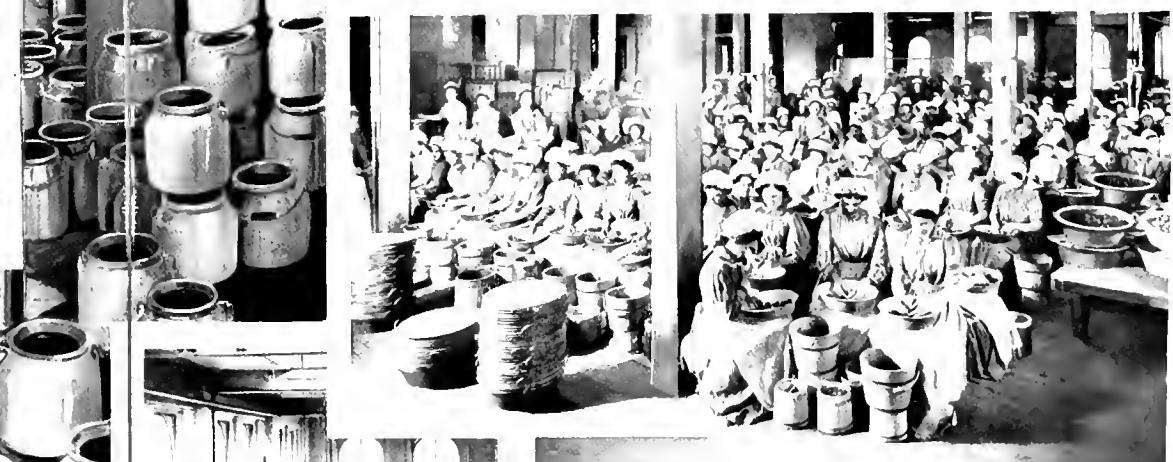
In this connection it may be mentioned that the hands of every person engaged in the direct handling of any Heinz product, must be thoroughly inspected and manicured frequently by a professional manicurist constantly employed on the premises by the Company.

Heinz Apple Butter, one of the great staples of the business, is also made in this department. Special kettles are provided for this purpose, also of copper and





Preserves Building — Main Plant
Labeling and Inspection
Receiving Fruit



Preserves Department
A Heinz Girl in Uniform

Cooking Kettles

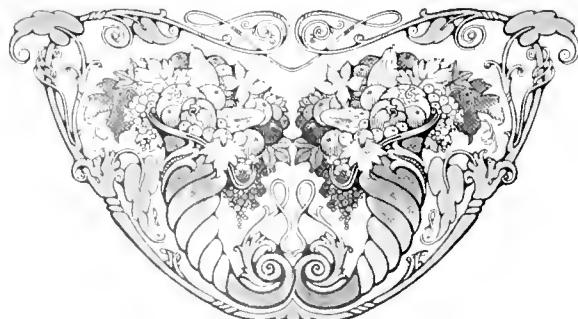
A Corner in the Preserving Kitchen
A Strawberry Day
Weighing Preserves

HEINZ

steam-jacketed, and these are provided with electrically operated automatic stirrers which are in constant motion while the cooking is in progress.

For this product apples of select varieties are pared, cored and slowly boiled down to a heavy, smooth consistency with sweet cider, pure spices and granulated sugar, making a veritable conserve fit for any epicurean taste.

During the late fall and winter season, a portion of the preserving department is turned over to the making of Heinz incomparable Mince Meat. Then are brought out and set up the ingenious machines for seeding and washing raisins, washing currants, cutting up the meat and the carefully prepared apples and the preparing of the suet; and the delicious odor of cooking fruit which has permeated the air through the summer gives place to new and appetizing odors suggestive of Thanksgiving and Christmas cheer.



HEINZ MUSTARD PRODUCTS

HERE are many grades of mustard seed but under the careful selective policy of the Company only the best California and imported seeds are used in Heinz Prepared and Powdered Mustard. The California product is doubtless superior to any other single type of seed, but experience has demonstrated that the best results are secured from blended seeds, and so a part of the raw material for this department is brought from European countries.

In the first operation of this department all dust, inferior seeds and foreign matter are thoroughly removed by an automatic cleaning process which also in the case of powdered mustard removes even the outer hull from each separate seed so that only the clear mustard flour enters into the Heinz Mustard Products and this is used entire without the extraction of the valuable mustard oil which is often pressed out in mustard manufacture.

The grinding department is equipped with twenty-four stone mills under which the seed is ground and reground until it is perfectly smooth; during which process care is taken to prevent the loss of strength or impairment of quality by contact with the air or any metal substance.

The output of this department is over two thousand gallons per day of a perfectly pure and unartificially colored product.

Mustard is not only one of the most healthful food condiments, when free from adulteration, but it is also of great value for many other purposes and forms a constituent of numerous food specialties, such as salad dressings and relishes. Realizing the importance of both purity and quality in our mustard products, especial care has been devoted to controlling and personally supervising every step from the selection of the seed to its final preparation, whether in the powdered or prepared form.

HEINZ



Mustard Department

The Mustard Mills

Home Scene

Powdered Mustard Filling

Prepared Mustard Filling

HEINZ

F FARMS AND SALTING T STATIONS

HE preparation of Heinz Pickles is a process that commences with the selection of the seed. Certain varieties of cucumbers make better pickles than others. To be absolutely sure of the quality, Heinz Pickles are grown only from special varieties of seed which experience has demonstrated produce the best. For this reason they are smaller seeded, finer grained and better shaped. This seed is grown on Heinz farms from specially propagated and tested varieties, which are constantly improved by cultivation and selection.

All cucumbers are raised within convenient hauling distance from the salting stations, either on Heinz farms or by contract under Heinz supervision, and it is an invariable rule at every station that pickles must be salted the same day they are picked. This prompt method of curing insures the superior flavor and crispness for which Heinz Pickles are especially noted.

Sixty-seven of these salting stations are maintained in Indiana, Michigan, Wisconsin, Iowa, New York and Canada at points where long years of experience have shown the soil and climate most favorable to perfect pickle growth and in these vicinities thousands of acres are devoted to pickle cultivation.

From the latter part of July until well into the month of September there is no more busy place than can be found at any Heinz receiving and salting station with its long line of farmers' teams and the bustle and activity attendant upon inspection, weighing and first rough sorting as each farmer comes up in turn to deliver his load.

Scenes typical of this branch of the Company's industry taken at several points are shown in the accompanying illustrations, including outside and inside views of stations, a Heinz field of growing pickles, and





A Heinz Salting Station
Sorting Pickle Seeds Curing Tanks



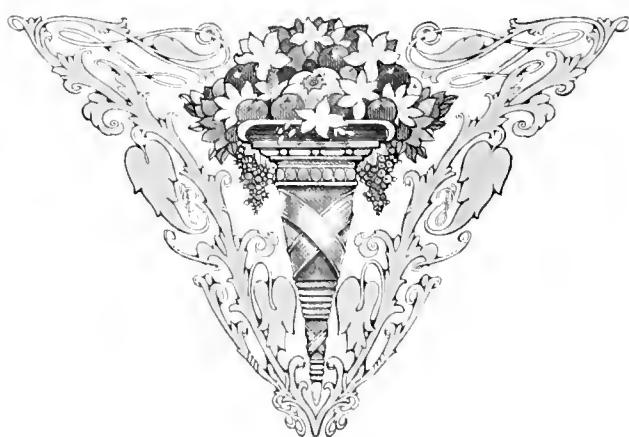
Heinz Farms and Salting Stations
Salting Pickles



A Heinz Farm
Horse Drawn Cart Loading the Pickles

the manner of propagating and securing seed for Heinz Pickles and other vegetables.

There is required today to supply the raw fruit and vegetable materials used in making Heinz products upwards of 20,000 acres—an almost inconceivable expanse to the average mind—of fertile farm land, and it is estimated that during the season 40,000 persons are constantly employed in cultivating and harvesting the crops



HEINZ OLIVE INDUSTRY

WHILE olive cultivation is common to many lands and olives are in variety more numerous than perhaps any other fruit, it is a rather remarkable fact that the true queen olive, that variety which is most delicate in flavor and fibre, grows only in the vicinity of Seville, Spain, from which no effort to transplant it has ever been successful.

There seems to be in the soil and climate of the Seville district something that is not duplicated elsewhere in the world, and it is at Seville that the extensive olive industry of this Company has been located.

Even at Seville the area of production of queen olives is small and it became evident some years ago that the only manner in which the consumers of Heinz products could secure the choicest and best fruit, so handled and packed as to preserve its finest qualities, was by the location on the ground of a curing establishment equipped and managed in the Heinz way, in which to conduct this department of the business.

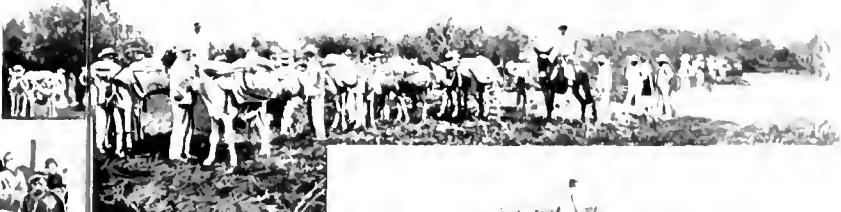
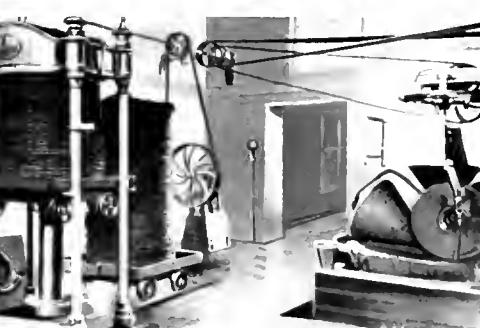
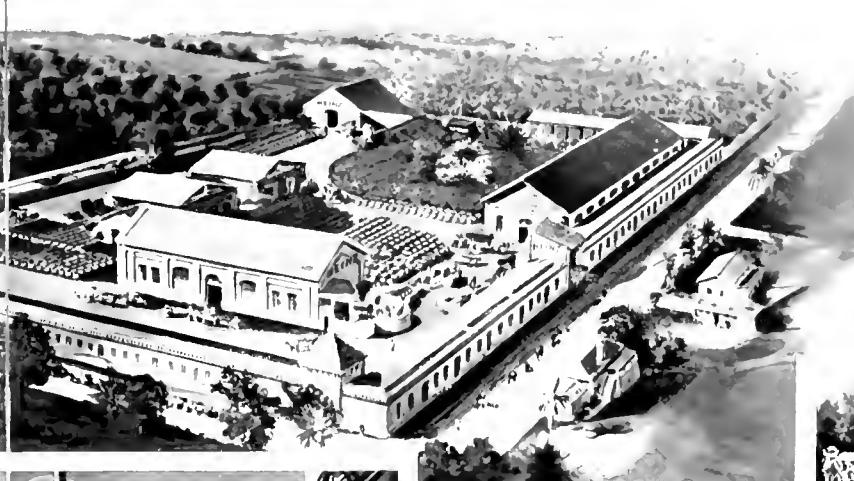
Heinz Olives and Pure Olive Oil are now all of the Company's own direct shipment from Seville, and both represent the highest types of product obtainable in that celebrated locality; and therefore the best obtainable in any part of the world.

Heinz Pure Olive Oil is produced under model conditions equal in hygienic character to the best traditions of the Company's home plant and every precaution is taken to insure its perfect sweetness and high quality.

Only the virgin oil is used, that which comes from the first pressing of hand picked and carefully washed ripe olives which are crushed in power-driven stone mills, pressed by the latest modern appliances and stored in porcelain-lined receptacles.

Green queen olives for pickling are sorted into fifteen different sizes in which process extreme care is used to secure in the Heinz product the same degree of



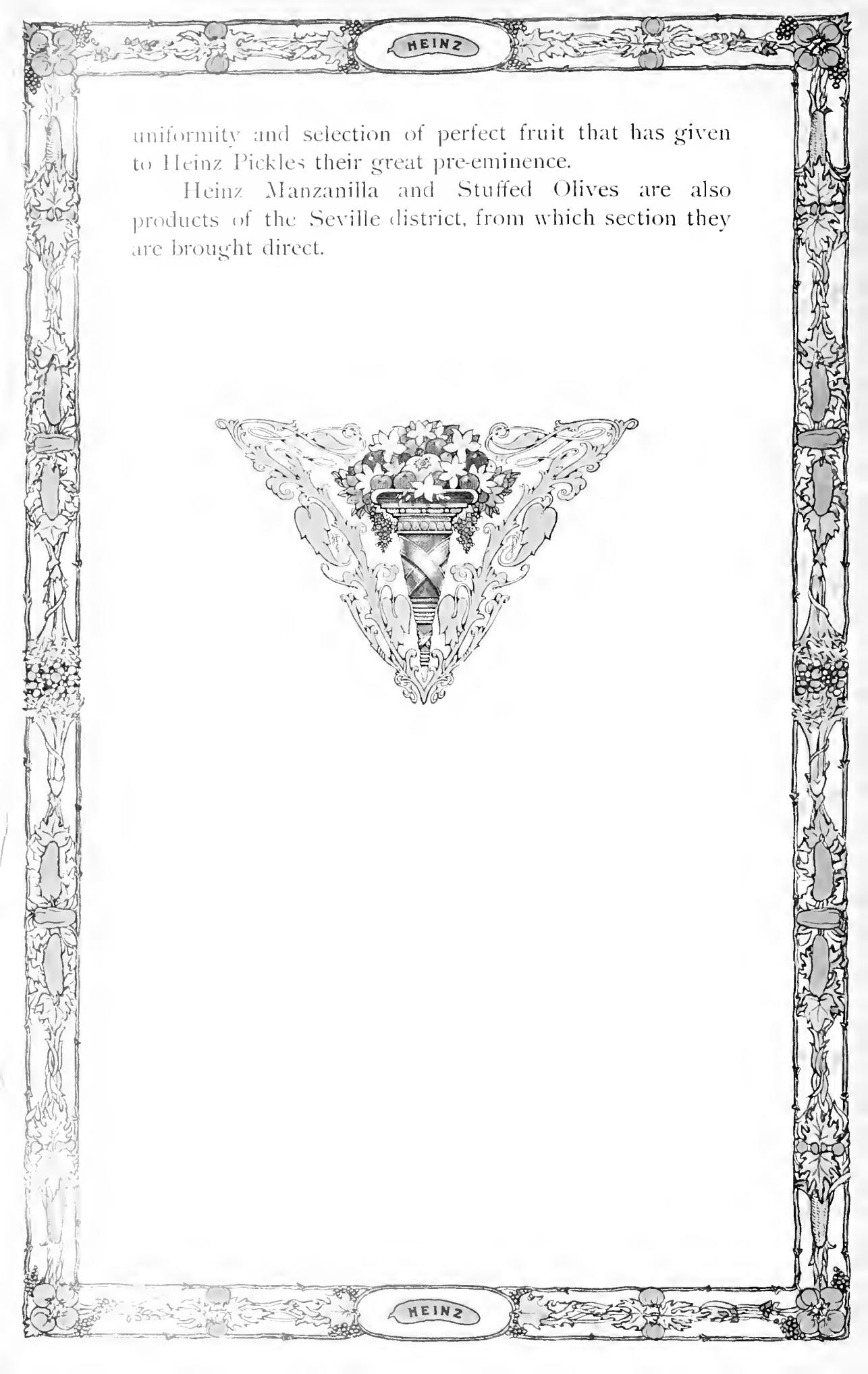


An Olive Orchard
Where Heinz Olive Oil is Made
Bomging in the Olives

Pressing Olives
Olive Oil Sacks
Olive Oil Packing

Heinz Olive Industry
Filling the Olive Oil Sacks
Olive Oil and Oil

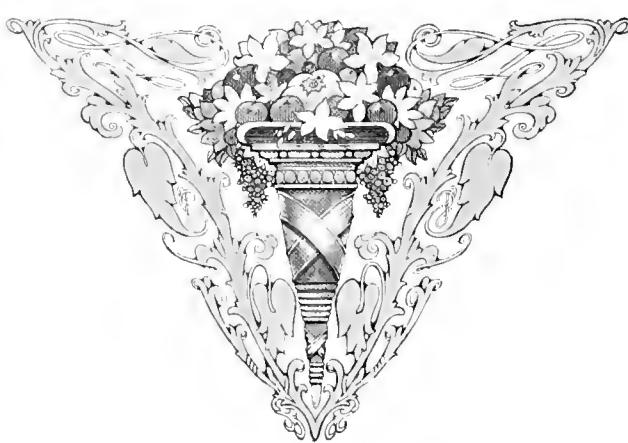
Heinz Olive Oil
Olive Oil Sacks
Heinz Olive Oil



HEINZ

uniformity and selection of perfect fruit that has given to Heinz Pickles their great pre-eminence.

Heinz Manzanilla and Stuffed Olives are also products of the Seville district, from which section they are brought direct.



HEINZ

BOX AND TANK FACTORY MAIN PLANT

THE box and tank factory at the "Home of the 57" represents one of the related industries, which, though not essential to the business of food preparation, are typical of the Heinz thoroughness in controlling every step in the manufacture and distribution of the Company's products.

This four-story brick building, with nearly an acre of floor space, is devoted entirely to the manufacture of Heinz shipping cases and the great tanks used for vinegar and pickle storage.

It is equipped with all the latest automatic machinery, for printing and putting boxes together, a very interesting feature being the nailing machines, which ingenious contrivances drive a dozen nails at once.

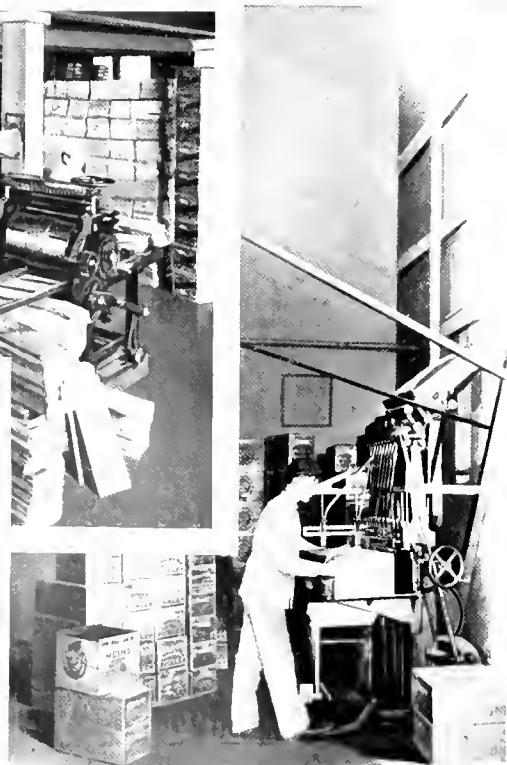
To prevent breakage every Heinz shipping case contains a wooden package rack with an excelsior pad on top and bottom. Thus the Heinz original factory-filled bottles and cans are protected as effectively as possible against jars and rough handling.

Over ten million feet of lumber are annually used in the Heinz box factory in making shipping cases for the product of the main plant.

The building of the huge tanks which are used in the storage of Vinegar, Pickles, Kraut and other products, is in itself a manufacturing industry requiring considerable ingenuity and the services of numerous skilled superintendents and mechanics.

As our factories and salting stations are scattered over a large portion of the country, it is often found necessary to build these storage tanks at points far removed from any adequate facilities for doing work of this kind. To have it done by others would mean possible deterioration of our products through imperfect construction by untrained builders and, consequently, tank building is a very important part of the proper care of our products.

HEINZ



Box and Tank Departments

Box and Tank Factory, Main Plant

Fitting the Lids

Printing Boxes

Nailing Boxes

HEINZ

THE HEINZ IMPROVED TIN



ANY million tins a year are needed to pack Heinz products, and they are all made at the main plant. The Heinz can department is a factory in itself, occupying a three-story building, 100 x 125 feet in size.

The Heinz improved tin is a very different class of container from the ordinary tin can of commerce. It is constructed of extra heavy plate, double coated with pure tin especially made to order. The cylinder is sealed on the outside in such a manner that no solder can come in contact with the contents of the package, and the ends are put on by a process that avoids the use of solder entirely.

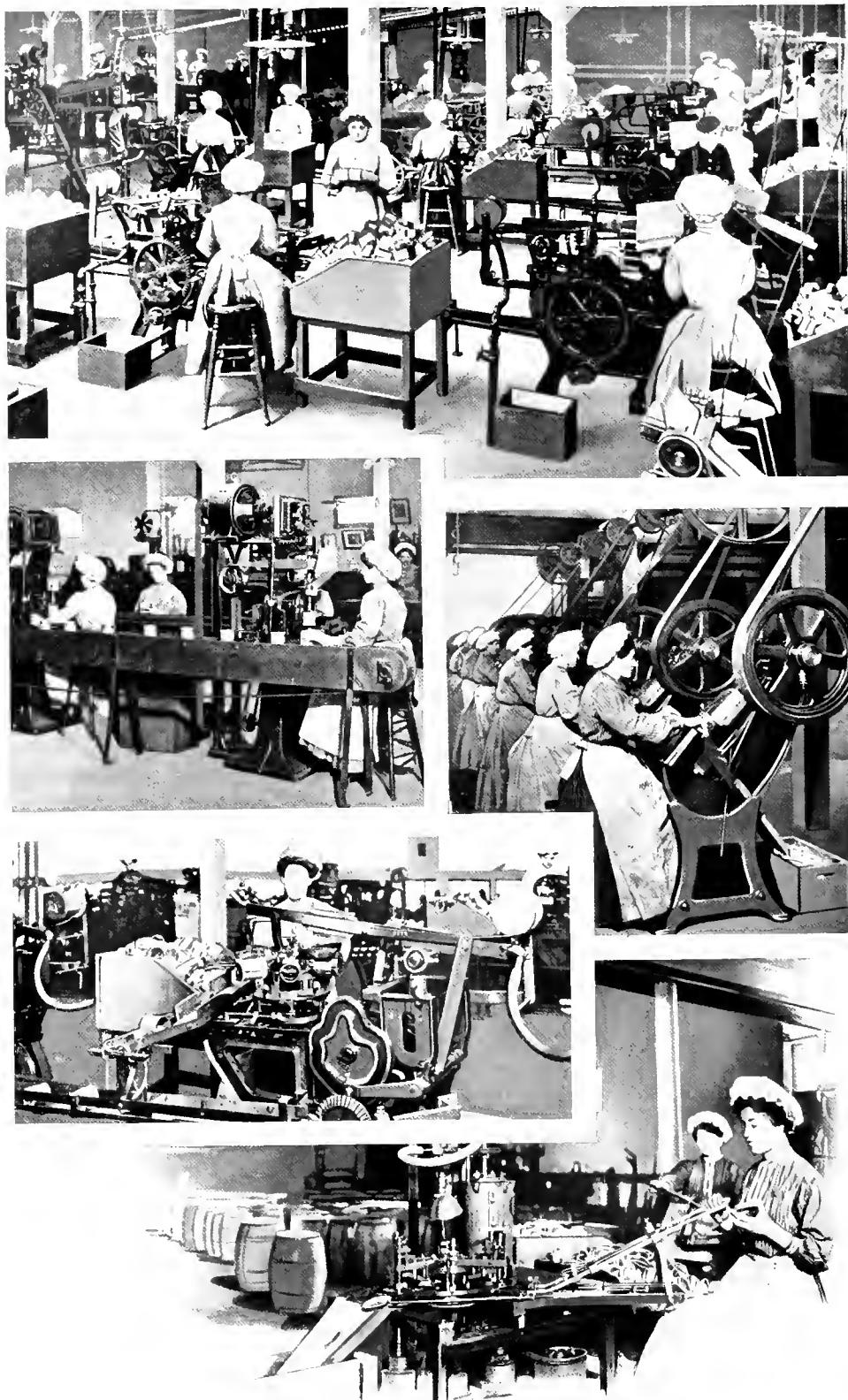
For fruit the inside of the can is coated with an impervious enamel, baked on, that further protects the contents by preventing them from coming in contact with any metallic surface.

All the operations involved in making the Heinz improved tin, are performed by automatic machinery. First the tin is cut to size; then the sheets are curled into cylindrical form, and the edges flanged, as they pass from one machine to another.

In another machine a coating of liquid rubber is put around the edge of each top and bottom and vulcanized to the tin by passing through an oven. When the body and ends of the can are crimped together, this little ring of rubber forms an air-tight joint that makes the use of solder unnecessary.

Canned foods bearing the Heinz name and trade mark are entirely free from the tinny taste sometimes found in brands of less high quality, which taste has very naturally prejudiced many consumers against the tin container. The Heinz Improved Tin is not only the most convenient and economical of containers for food products, but it is also the safest and most effective of preservers, since it is scientifically sterilized and perfectly air-tight as packed and sealed by the Heinz method.

HEINZ



Our Can Making Department

Making the Cylindrical Bodies

Spinning on the Bottom

Closing the Cylinder

Stamping Out the Ends

Adding the Rubber Sealing Solution

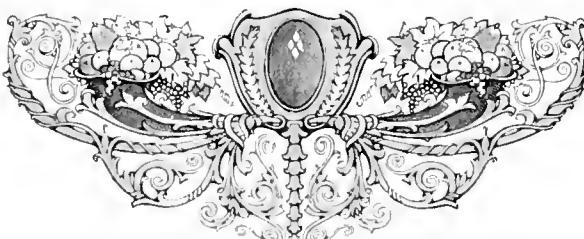
HEINZ

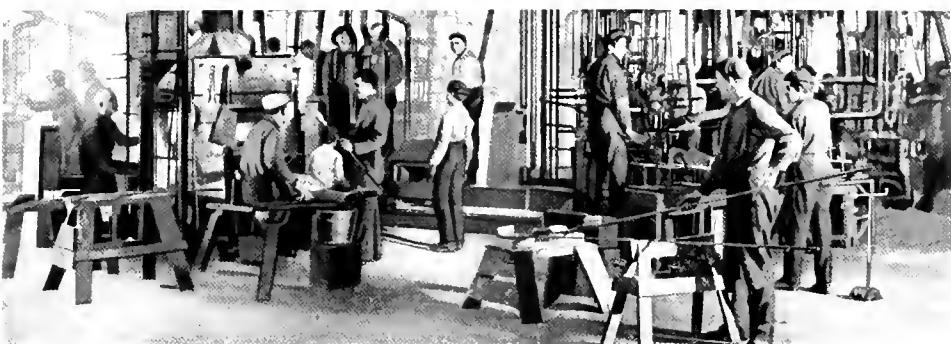
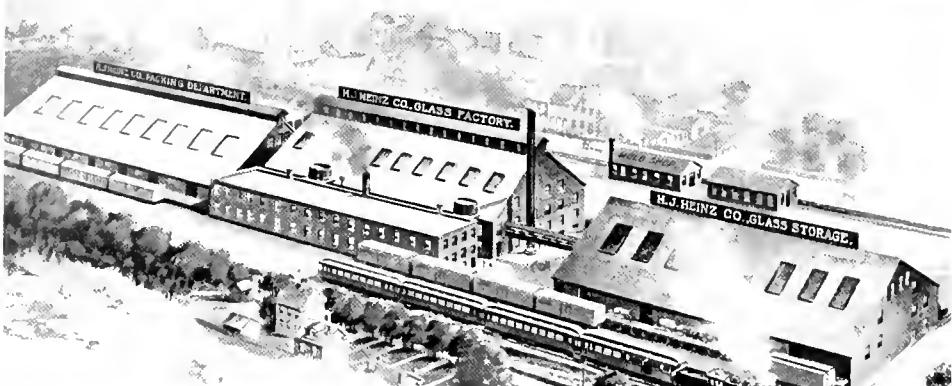
HEINZ GLASS WORKS

HIS Company operates among its various allied industries its own glass factory at Sharpsburg, Pa., where all the bottles used in packing Heinz products are manufactured. The output of this factory averages over eighteen million bottles a year.

Only the best quality of white flint glass is used in making Heinz bottles, and most of them are machine blown. The more interesting phases of the bottle-making industry are shown in the accompanying illustrations.

It may be advisable to mention in this connection the careful manner in which Heinz bottles are washed, which is indicative of the extreme precaution taken in every department of the business to insure absolute cleanliness. They are first put in huge troughs of water and allowed to soak. Then they are placed one by one on racks and sterilized by spraying inside and outside with scalding water. After this thorough cleansing they are turned upside down in crates lined with absorbent paper and allowed to drain before going to the various departments to be packed.





Heinz Glass Works

Glass Blowing

A Glass Furnace

Finishing and Annealing Bottles

HEINZ

HEINZ STABLES—MAIN PLANT

HE home of Heinz horses at Pittsburgh is a three-story, fire-proof building, lighted by electricity, heated in winter by steam, cooled in summer by electric fans, and fitted with every device for the comfortable housing of its 200 occupants.

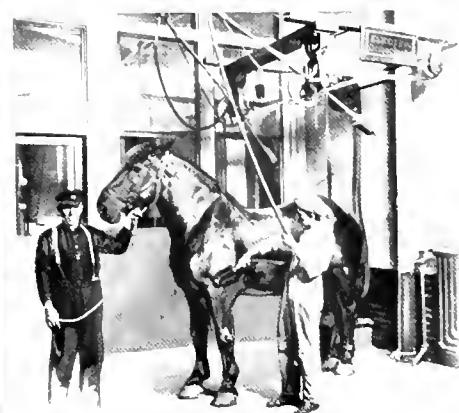
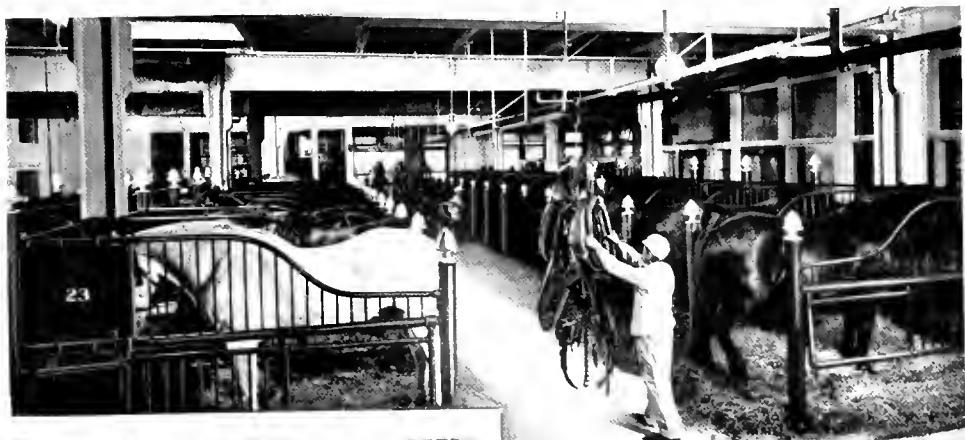
The horses are lodged on the second story which is reached by means of a rubber-covered incline; the wagons are kept on the first floor, the feed and bedding on the third. The building is lighted on all sides by windows, which are screened and shaded in summer, and especial attention is given to the ventilation.

The stalls are of open pipe construction, with swinging sides and floored with cork blocks. Each manger is supplied with separate compartments for hay, grain and water, which are fed to the horses automatically by the touch of an electric button.

The stalls and harness room are connected by an overhead trolley system. Electric cleaning devices take the place of hand currying. A Turkish bath stall, a foot bath and hospital stall are provided for the comfort and treatment of sick horses.

These provisions, together with lunch and bath rooms for attendants, unite to make this one of the most modern, practical and complete commercial stables in the world.

HEINZ



The Home of Our Horses

Stables, Main Plant

Foot Bath

Interior

An Electric Cleaning Brush

HEINZ

TRANSPORTATION

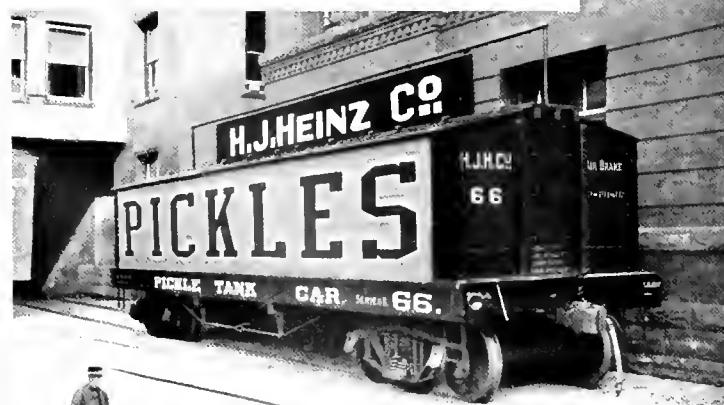
THE delivery of Heinz products from factory to branch distributing houses, and from the latter to the local trade, is accomplished in a number of ways best suited to the different needs of the business. The old method of shipping pickles in barrels from salting stations to the finishing factories being slow and laborious, a special pickle tank car was invented and patented by the Company for transporting pickles in bulk. This method has the advantage of delivering the pickles to their destination in better condition.

The Company is also the owner of a line of cars built upon a similar principle for the transportation of vinegar in bulk between its various factories and branches. Each of these cars has a capacity of 10,000 gallons.

Most food products being affected by extremes of heat or cold, special refrigerator cars are used for the shipment of the "57 Varieties" to secure as nearly as possible an equal temperature, both winter and summer. These cars are built and owned by the Company and are used exclusively for the transportation of Heinz products.

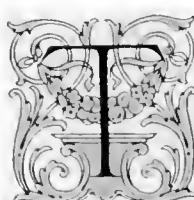
Local deliveries of Heinz goods are made by team and automobile. The Heinz delivery wagons, with the exception of triple teams, are always drawn by black horses. A picture of the Heinz blue ribbon team, with two black horses and a gray one between, is shown in the accompanying illustration.





Transportation

DISTRIBUTING BRANCHES



To insure the distribution of Heinz products in the freshest possible condition to the consumer through the retail merchant, a system of distributing warehouses has been established of which there are forty in the United States and four in Great Britain.

At all principal branches are maintained fully equipped accounting departments and delivery systems and each branch manager has under his jurisdiction a corps of traveling salesmen.

Among the branches of larger importance is that at London, England, which extends its influence over the entire trade of continental Europe with a large corps of travelers; the Company's total traveling sales force numbering over 400.

Heinz distributing warehouses are located as follows:

Albany, N. Y.	Atlanta, Ga.
Brooklyn, N. Y.	Baltimore, Md.
Boston, Mass.	Bristol, Eng.
Buffalo, N. Y.	Chattanooga, Tenn.
Chicago, Ill.	Cincinnati, Ohio
Cleveland, Ohio	Columbus, Ohio
Dallas, Tex.	Denver, Colo.
Detroit, Mich.	Glasgow, Scotland
Grand Rapids, Mich.	Harlem, N. Y.
Indianapolis, Ind.	Jersey City, N. J.
Kansas City, Mo.	Liverpool, Eng.
London, Eng.	Los Angeles, Cal.
Louisville, Ky.	Memphis, Tenn.
Milwaukee, Wis.	Nashville, Tenn.
New Orleans, La.	Newark, N. J.
New York City	Oakland, Cal.
Oklahoma City, Okla.	Omaha, Neb.
Philadelphia, Pa.	Savannah, Ga.
Salt Lake City, Utah	Scranton, Pa.
Seattle, Wash.	St. Louis, Mo.
St. Paul, Minn.	Syracuse, N. Y.
Toledo, Ohio	Washington, D. C.

HEINZ



Some of Our Distributing Branches

London, England

Indianapolis, Indiana

New York

Cincinnati, Ohio

Buffalo, New York

Boston, Massachusetts

Chicago, Illinois

HEINZ

FOREIGN AGENCIES

THROUGHOUT the entire world, wherever civilization extends, Heinz travelers have penetrated every market and introduced the "57 Varieties." Tourists find them not only in Europe but in India, Australia, Africa, South America, China, Japan and even the far away and infrequently visited islands of the Pacific Ocean.

To facilitate distribution at these distant points there has been established at principal commercial centers, a chain of distributing agencies which are located as follows:

Adelaide, Australia	Juneau, Alaska
Auckland, N. Z.	Madras, India
Bangkok, Siam	Manila, P. I.
Batavia, Java	Marseilles, France
Beira, E. Africa	Melbourne, Australia
Bombay, India	Mexico City, Mexico
Brisbane, Queensland	Mombassa, B. E. A.
Brussels, Belgium	Montreal, Que.
Buenos Aires, S. A.	Panama
Calcutta, India	Paris, France
Calgary, Alberta	Port Elizabeth, S. Africa
Cape Town, S. Africa	Pretoria, S. Africa
Christchurch, N. Z.	Rangoon, Burma
Colombo, Ceylon	Rotterdam, Holland
Dunedin, N. Z.	St. John, N. B.
Durban, S. Africa	San Juan, Puerto Rico
East London, S. Africa	São Paulo, Brazil
Edmonton, Alberta	Shanghai, China
Fremantle, Australia	Singapore, S. S.
Halifax, Nova Scotia	Sydney, N. S. W.
Hamburg, Germany	Toronto, Ont.
Havana, Cuba	Vancouver, B. C.
Hong Kong, China	Wellington, N. Z.
Honolulu, Hawaii	Winnipeg, Man.
Johannesburg, S. Africa	Yokohama, Japan

HEINZ



Some of Our Foreign Agencies

Calcutta, India, Australia
Okinawa, Japan

Johannesburg, South Africa
Honolulu, Hawaii

Sydney, Australia
Fremantle, West Australia

HEINZ

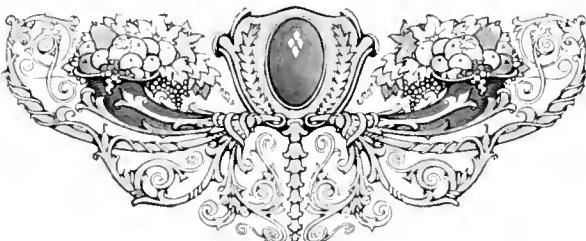
THE HEINZ AUDITORIUM

AUNIQUE institution at the main plant is the Heinz auditorium, built exclusively for the use of the Company's employees, upon approved theater models with stage, balcony and boxes, and having a seating capacity of 1,500.

Lecture courses and noon-day meetings are frequently held here for the benefit of the employees. Musicales, vaudeville entertainments, dances and amateur theatricals follow each other throughout the winter season, all free to the employees and their friends.

Of all the scenes of merriment and good fellowship that are witnessed in this great hall, there is none, perhaps, which approaches the Christmas festivities, on which occasion an especial entertainment is given and every person in the employ of the Company receives a present. For twenty-five years this custom has prevailed at the "Home of the 57," and it is one that never loses its popularity.

Stained-glass windows, mottoes and paintings contribute to the beauty of the auditorium, and to crown the whole, a great stained-glass dome sheds its radiance of inspiration over all in the words "Integrity, Economy, Temperance, Perseverance, Patience, Prudence, Tact, Courage,"—illustrating principles upon which not only to build a business, but life itself.







Swimming Pool

Drawing Class

HEINZ



HEINZ



A. Heinz Pier



HEINZ

Welfare Work

Gus. Dining Room

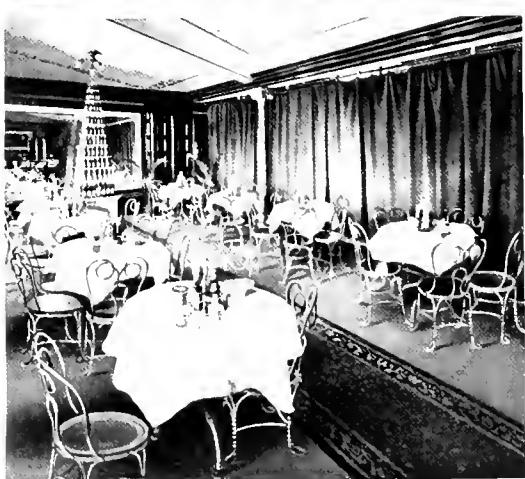
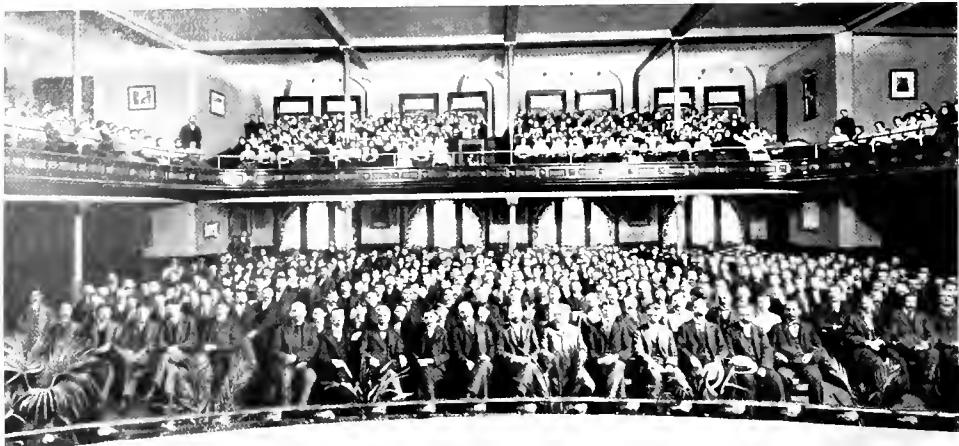
Dress-making Class

Millinery Class



HEINZ

HEINZ

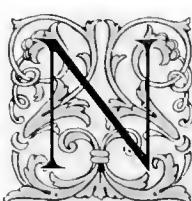


Heinz Auditorium — Main Plant

A Noonday Lecture

Visitors' Sampling Room

WELFARE WORK



OT the least of the influences that have contributed to the growth and development of the business of H. J. Heinz Company are the welfare features for employees.

That the laborer is worthy of his hire has never been regarded a strong enough tie between employer and employee at the Heinz plant. A step farther has been taken, amending the rule and making the conditions, under which a man works, worthy of his labor.

In carrying out these ideas the Company has endeavored to surround its employees not only with features that contribute to the systematic performance of labor, but with those as well which make for personal comfort and social betterment.

To this end four dining rooms are conducted at the main plant, where substantial food is served to employees at cost.

Recreation rooms, a fully equipped gymnasium, a natatorium and an auditorium are some of the other welfare features that have been installed for the employees' use.

The Company also conducts classes in dress-making, millinery and cooking for the female employees, and drawing classes for the men; instruction in which is free to all.

The practiced uniforming of employees compels a change of raiment before and after work, and ample locker space and dressing rooms are provided in this connection.

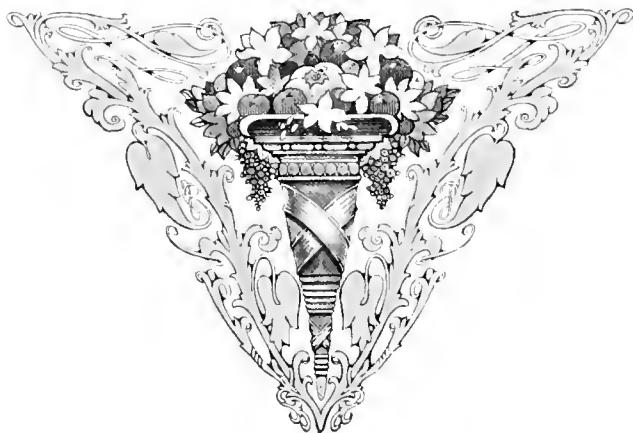
An emergency hospital is maintained in the factory, for use in case of accident or sudden sickness, and the Company employs a resident physician, whose duty it is to attend and visit employees at their homes when ill as well as on the premises.

Appreciating the value of a complete change as an aid to efficiency, the Company maintains a wagonette, in which, at regular intervals throughout the summer, parties

of girls are driven through the suburbs and into the scenic regions about the city. There is also a launch in which they may enjoy the pleasure of an outing on the river, and a roof garden laid out with garden plots, fountains and growing shrubs, where everybody may enjoy relief from the strain of business during the pleasant noon hours.

Every year one day is set aside for a picnic outing to which all employees, their families and friends are taken as guests of the Company.

Viewed from a purely business side, these welfare features are of undoubted value. First of all their effects are to be noted in the physical and spiritual well-being of the employee. But their influence extends farther than that, engendering as it does a spirit of harmony and good will between employer and employee, the final good effect of which is reflected in the Company's product in a marked degree.



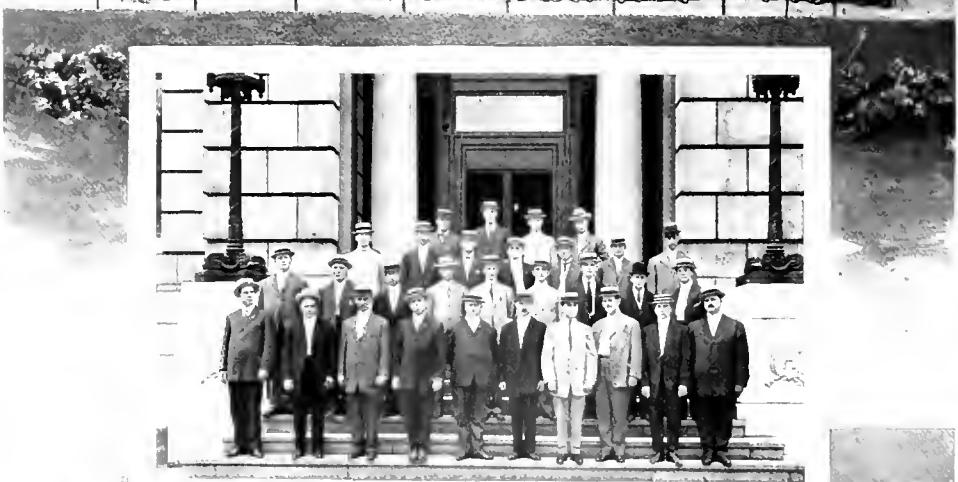
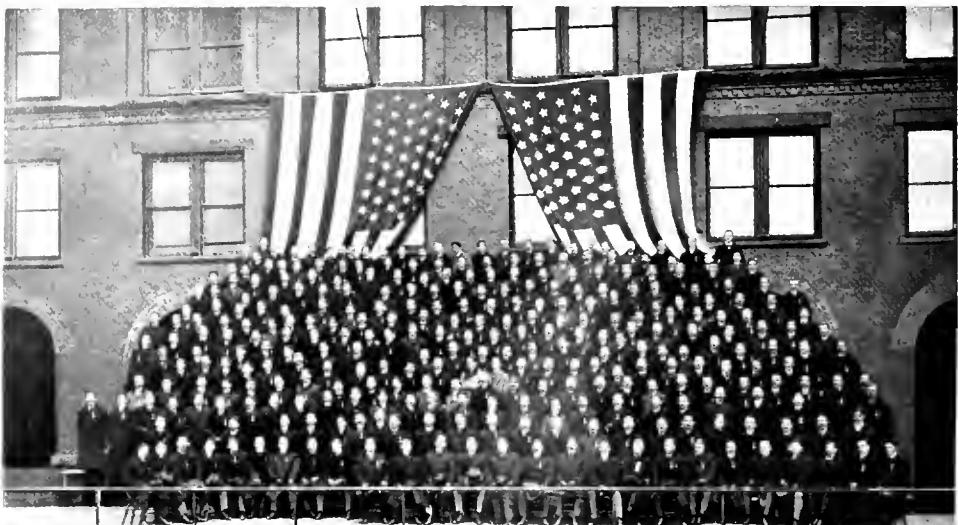
HEINZ TRAVELERS

HE sales organization of H. J. Heinz Company is represented by over 400 travelers who carry the "57 Varieties" to practically every corner of the globe. Each branch house has its own travelers to look after the interests of the retail trade in its territory, under the direction of a local manager. The foreign business is also handled by a corps of trained men who travel from agency to agency under the direction of the home office.

The house of Heinz was one of the first to adopt the convention idea in business and frequent meetings of branch managers and salesmen are held in the interest of trade promotion. On these occasions Heinz men from all parts of America and foreign countries assemble to discuss the problems of sales methods and trade extension.

The accompanying pictures show a representative gathering of Heinz travelers at the "Home of the 57" in annual convention, and a party of prize-winning salesmen who, for some accomplishment of exceptional excellence, have been awarded a complimentary entertainment trip to headquarters.

HEINZ



Heinz Salesmen

A Travelers' Convention

A Group of Prize Winners at Pittsburgh

A Salesmen's Convention Banquet

HEINZ

HEINZ OCEAN PIER

HE policy upon which the business of H. J. Heinz Company has grown may be said to have been two-fold—first, to make the best products of their kind, and then, to advertise them, and every recognized medium of publicity has been used at one time or another to help make their goodness known.

One of the original ideas used to advertise the "57 Varieties" is embodied in the Heinz Ocean Pier at Atlantic City, the only publicity feature of its kind in existence. It is one of the few places in America's greatest watering place where the visitor can find entertainment without spending money for it.

Naturally its collection of art objects, paintings and antiques, its cool breezes and its attractive freedom draw large crowds of visitors, and while they are there very few of them miss sampling the Heinz products.

The paintings, bronzes, tapestries, curios and other art objects have all been catalogued and arranged so that they may prove interesting to the connoisseur as well as entertaining to visitors.

The sampling of our products to prospective consumers has always been regarded by us as one of the most efficient means of advertising the Heinz Quality, and the pier at Atlantic City has furnished us the means and opportunity of having many thousands of people become acquainted in this way with the character of the "57 Varieties."

At this pier every convenience is at the visitor's disposal and frequent lectures are given descriptive of every step in the production and manufacture of our products, including stereopticon views of our fields, factories, and activities in all parts of the world.

The Heinz pier is open every day in the year except Sundays. The best of order is maintained at all times, and no trip to Atlantic City is considered complete without, at least, one visit there.

HEINZ



Heinz Ocean Pier
Entrance
Reception Rooms

Sun Parlor

HEINZ

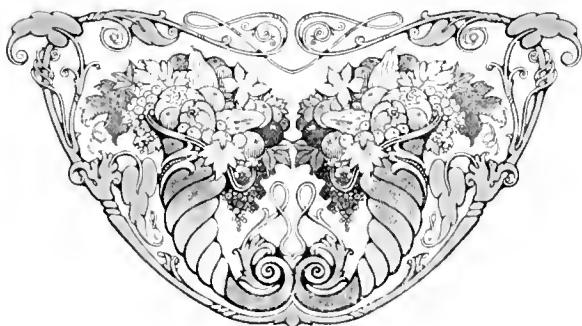
GREAT EXHIBITS

FOR many years it has been the custom of H. J. Heinz Company to be represented at all international expositions, both at home and abroad, by fine displays of the "57 Varieties." These exhibits have always been provided with facilities for demonstrating the Company's products and entertaining visitors with illustrated lectures showing the Heinz methods of food preparation.

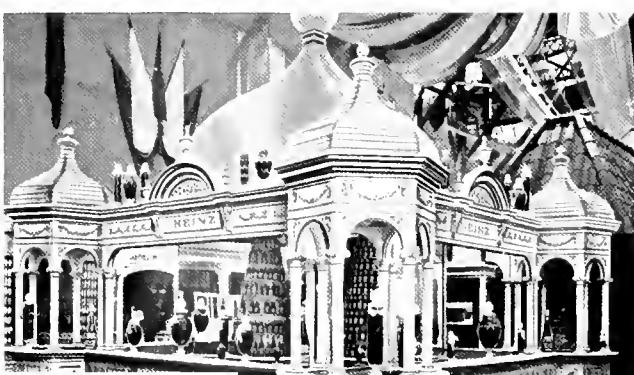
This direct method of introducing Heinz products to the consumer from far and near has very materially assisted in establishing their popularity with the general public.

At the Philadelphia Centennial in 1876, the first international exposition where the "57 Varieties" were exhibited, they won first prize; since which time they have been duplicating their success at every great exposition held in this country or abroad.

Some of the more important of Heinz exhibits at recent world's fairs are here illustrated.



HEINZ



Some Heinz Exposition Exhibits

World's Columbian Exposition
Chicago

Jamestown Centennial

Pan-American Exhibit, Buffalo

Louisiana Purchase Exposition, St. Louis

Pittsburgh Exposition

HEINZ

HEINZ MEDALS

HN addition to the numerous diplomas and other awards that attest their superiority, Heinz products have to their credit an enviable list of medals won in competitive exhibitions at the world's most important industrial and historical expositions; the highest recognition having invariably been received wherever they have been shown.

Following is a list of some of the more important medals awarded Heinz products in the past thirty years:

- 1876 Centennial Exhibition, Philadelphia, Pa.
- 1878 Exposition Universelle, Paris, France.
- 1879 International Exhibition, Sydney, Australia.
- 1884 Industrial and Cotton Centennial Exposition, New Orleans, La.
- 1885 The Three Americas' Exposition, New Orleans, La.
- 1886 American Institute, New York, N. Y.
- 1889 Exposition Universelle, Paris, France.
- 1891 Piedmont Exposition, Atlanta, Ga.
- 1891 Augusta Exposition, Augusta, Ga.
- 1893 World's Columbian Exposition, Chicago, Ill.
- 1894 Exposition Universelle, Antwerp, Belgium.
- 1899 Trades and Industrial Exhibition, Sheffield, England.
- 1899 National Export Exposition, Philadelphia, Pa.
- 1900 Exposition Universelle International, Paris, France.
- 1901 Pan-American Exposition, Buffalo, N. Y.
- 1902 South Carolina Interstate and West Indian Exposition, Charleston, S. C.
- 1902 Toronto Industrial Exhibition, Toronto, Ont.
- 1904 Louisiana Purchase Exposition, St. Louis, Mo.
- 1905 Industrial Exposition, Omaha, Nebraska.
- 1905 Dominion Exhibition, New Westminster, B. C.
- 1906 Lewis & Clark Centennial Exposition, Portland, Oregon.
- 1907 Ter-Centennial Exposition, Jamestown, Va.
- 1909 Alaska-Yukon Exposition, Seattle, Wash.

and at many other expositions of less important character.

HEINZ



A Few of Our Medals

HEINZ

HEINZ EUCHRED PICKLE

HEINZ Euchred Pickle is an entirely new discovery in sweet pickle goodness. It is so appetizingly sweet and so deliciously spiced that it brings a relish to the most jaded appetite. Composed of the choicest varieties of Heinz-grown vegetables, flavored with the finest Heinz Vinegar, sweetened only with granulated sugar, and spiced with pure spices, Heinz Euchred Pickle is a revelation of the highest art in pickle making.

Forty years of experience, plus the very best ingredients obtainable, were required to produce this aristocrat of the pickle family. It is unequaled as a sweet pickle delicacy—really an epicurean treat.

HEINZ SOUR PICKLES

GHERKINS MIXED PICKLES CHOW CHOW

The perfection of Heinz Sour Gherkins is the result of many years experimentation in growth and preparation.

They are sorted with great care to secure uniformity in size, all imperfect shapes being rejected, and are preserved in Heinz Pure Vinegars, made especially for pickling, and aged until mellow, aromatic and perfect in flavor.

Heinz Sour Mixed Pickles, like the sweet mixed, are composed of choice whole and sliced small cucumbers, pearl onions, cauliflower, string beans and martynias, washed clean and put into the pickling process while crisp and fresh.

The Heinz recipes by which they are prepared and pickled are the results of forty years' practical experience and constant endeavor to improve the best of all known processes.

Thus scientifically made, with the purest of vinegar and spices, Heinz Pickles are entirely free from benzoate of soda, and all other artificial preservatives.



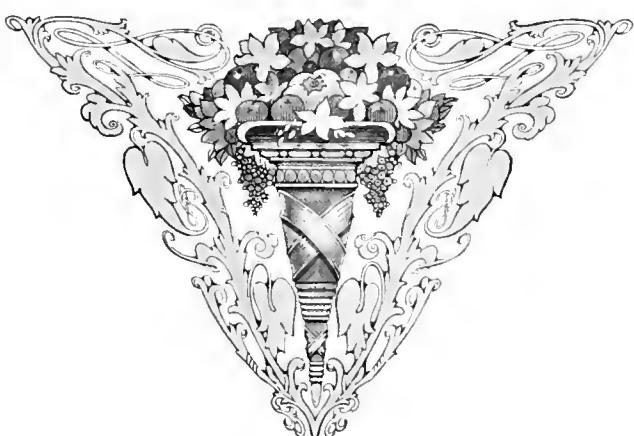


Heinz Pickles are not excessively acid or hot, but have the proper appetizing zest so agreeable to the taste. They are justly famous the world over as the most delicious, healthful and perfect pickles produced anywhere.

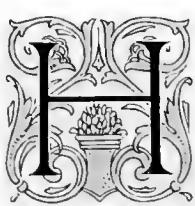
Heinz Chow Chow, like all our mixed pickles, is composed of a variety of selected vegetables, combined with a delicious and spicy mustard dressing.

The superior quality and flavor of our old malt vinegar, the pure mustard, curry and other spices used in Heinz Chow Chow, give it its distinctive aromatic flavor.

Heinz Chow Chow has sufficient pungency for zest, but it is never over-hot with pepper, the mild smooth mustard and spice flavor predominating.



HEINZ DILL PICKLES



HEINZ Dill Pickles are selected, thin-skinned, fine seeded cucumbers, grown on our own farms and under our supervision.

While just from the vines, they are thoroughly washed and packed in clean oak casks with fresh-cut dill flower, clean white salt and pure spices.

Then clear spring water is added, the barrels are closed tight and the pickles allowed to ferment naturally.

The pickles are thus thoroughly permeated with the appetizing flavor of the dill flower and spices, agreeably seasoned by the salt brine and given their indescribable zest by the natural acidity formed in the fermentation process.

Heinz Dill Pickles are entirely unlike ordinary salt or sour pickles. The delicious dill flavor goes to the heart of the pickle, which has a taste and distinctiveness peculiarly its own.

Being free from vinegar, Heinz Dill Pickles are eaten freely by many people who object to the sharper acidity of ordinary varieties.

Heinz Dill Pickles are recognized as the most healthful and perfect product of their kind.

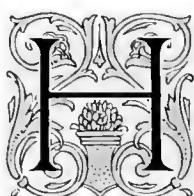
While dill pickles have long been a well-known article of diet with the German people, it is only within a comparatively recent period that they have come into favor with Americans, and their popularity is sure to increase with the better knowledge of their many good qualities. They possess especial value as adjuncts to the daily diet when fresh fruits and vegetables are not readily obtainable.

That they have commonly been sold exclusively in bulk has, to some extent, retarded their growth in popularity with the class of trade accustomed to purchasing pickles in glass packages. To meet this condition, we have packed our style "C" glass jar of Dill Pickles, which is high-class and attractive in every way.



HEINZ PICKLED ONIONS

PEARL ONIONS



HEINZ Pearl Onions are of selected variety, delicate, mild and white.

They are uniform in size, crisp, and their delicious flavor is accentuated by the Heinz White Pickling Vinegar.

These choice little onions are carefully peeled and only the center or firm white part is used.

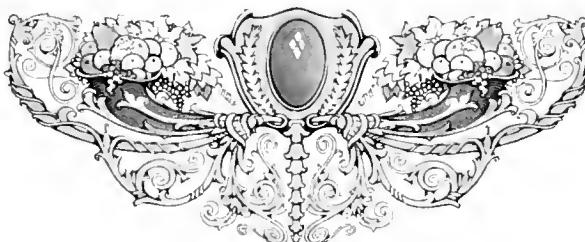
While possessing all the distinctive, piquant, onion flavor, they are yet without sufficient pungency to be objectionable.

SWEET ONIONS

Heinz Sweet Onions are prepared in the same careful manner as the sour pickled variety and are of the same grade of stock, but instead of being pickled in vinegar they are preserved with a delicious, sweet, spiced liquor, which gives them a very rich and appetizing flavor.

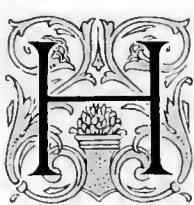
The onion is a vegetable which many people relish, but avoid because of its pungent properties. Heinz Sweet Onions are without objection, since the sweetened and spiced liquor in which they are preserved, tones down the flavor to a delicate mildness which is very agreeable.

A dainty relish for afternoon teas, chafing dish and picnic lunches.





HEINZ OLIVES



EINZ Olives are the choicest product of the Seville district in Spain, where the world's finest olives are grown and their superior merits are recognized by epicureans everywhere.

HEINZ QUEEN OLIVES

Heinz Queen Olives have the characteristic heart shape, small pit, firm meat, and delicate, fruity flavor which distinguishes the genuine queen olive from ordinary varieties.

Heinz Queen Olives are the fruitage of carefully selected groves, which is purchased by us outright, gathered at maturity by our own harvesters and brought direct to our own establishment, where the olives are sorted and cured, all imperfect fruit being first rejected.

The best Spanish skill and scientific knowledge of olive culture are combined with Heinz modern American methods in selecting the fruit and preparing it for market, thus insuring the highest obtainable quality.

All Heinz Olives when bottled are packed in clear flint glass, which shows plainly the natural color and condition of the fruit.

HEINZ MANZANILLA OLIVES

Heinz Manzanilla Olives are not small queen olives, but have a readily distinguishable individuality.

They are richer in vegetable oil than the queen olive and have a special flavor which is preferred by many.

Manzanilla Olives are rapidly becoming popular in America, where their superior merits have not until recently been fully appreciated.





The nutritive quality of the Manzanilla olive is very high. It forms a considerable item of daily food in Spain where it is grown.

Heinz Manzanillas, like our Queen Olives, consist only of the choicest fruit carefully selected and assorted to maintain the Heinz standard of quality which is now recognized by Spanish growers as meaning "only the best."

HEINZ STUFFED OLIVES

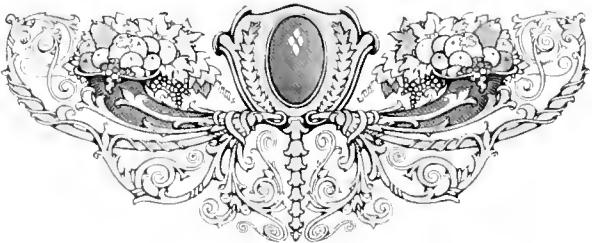
Heinz Stuffed Olives are prepared by removing the pits and filling with strips of pimento, a sweet Spanish pepper, of a mild yet pungent flavor.

They are pitted and stuffed in our own factory in Spain, the pits being removed by an ingenious machine and the olives filled by careful hand work.

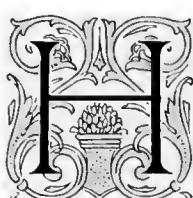
Only selected Spanish pimento is used, prepared in strips carefully rolled and placed in the olives by neat, skillful workers.

The Heinz Stuffed Olive is regarded by many as a more palatable relish than the plain fruit and is rapidly growing in popularity everywhere.

The combination of the appetizing olive flavor with the delicate pungency of the pimento makes Heinz Stuffed Olives a most pleasing luncheon delicacy.



HEINZ STUFFED MANGOES



EINZ Stuffed Mangoes are selected, small, melon mangoes, cored and filled with finely-chopped sweet pickle—the whole deliciously spiced and seasoned.

These especially choice little mangoes are grown on our own farms, or under our direct supervision, in localities where the soil and climate are suited to their culture.

The thin skin and tender fibrous texture of the mango absorbs the aromatic spices and fine flavor of the rich, sweet liquor in which they are preserved, making them a most delectable food relish.

Heinz Melon Mangoes are not stuffed with sliced parts of other mangoes, but with an entirely different and distinctive combination of fruits and vegetables, chopped fine, properly seasoned and preserved so that the flavor and spices may thoroughly permeate this filling as well as the mango itself.

Melon mangoes are vine-grown vegetables entirely distinct in variety from the large seeded and coarse, tree-grown, fruit mangoes of the tropics. They are a species of the melon family not unlike a canteloupe in type and have some of the characteristics which render such vegetables as watermelons, cucumbers, etc., acceptable as foods in their natural state.

The size of the Melon Mango renders it impracticable for packing in small bottles. Hence, it is usually sold in bulk, but the Heinz Glass Jars contain a selected, very small, fancy variety which is especially delicious through being sealed air-tight and having all its aromatic freshness retained until served.

Many leading American hotels and restaurants make a specialty of serving Stuffed Mangoes as a relish with roast fowl and other meats. They are also a very acceptable delicacy for banquets and picnic luncheons, being wholly different, in both character and flavor, from ordinary varieties of pickles or relishes.



HEINZ BAKED BEANS



BAKED beans contain all the food elements of proteid, fat, mineral salt and starch, furnishing in themselves a complete and economical food of great sustaining power. Many manufacturers simply boil their beans and label them baked. But boiling allows some of the nutritive value of the bean to escape—baking keeps it where it ought to be—in the bean.

Heinz Baked Beans are *oven baked* in dry heat, just as bread is baked, and have the rich, nutty flavor only found in genuine oven-baked beans.

They contain 25 per cent less water and proportionately as much more food value than beans which are merely boiled or steam-cooked. The preparation of Heinz Baked Beans is a science developed through years of experience and constant endeavor to improve the best home ways of cooking beans.

Only choice hand-picked beans are employed in this product and after a careful re-picking by hand in our own bean department, the beans are soaked, parboiled and then passed into the baking ovens, from which they are conveyed by automatic fillers directly into the cans. The cans are washed with boiling water, filled and sealed in a continuous operation, without the human hand ever coming in contact with the product. They are then sterilized in live steam retorts, piled up to cool, and after standing for several days to detect any defects in sealing, the cans are labeled.

We use only prime, government-inspected pork, and this, cut in pieces of suitable size, is placed in the cans upon the point of a silver fork.

The tomato sauce is made from sound, red-ripe tomatoes and prepared without benzoate of soda or other artificial preservative. It is naturally sweet, and wholesome, adding the piquant appetizing flavor of the tomato to the already rich and savory taste of the perfectly baked beans.

Our beans, like all our canned products, are packed in the Heinz improved tin, an absolutely safe package, which retains the original flavor of its contents until opened.

There are four kinds of Heinz Baked Beans—Baked Beans with Tomato Sauce; Baked Beans with sauce but without pork (vegetarian); Baked Red Kidney Beans, and Plain Baked Pork and Beans.





BAKED BEANS WITH TOMATO SAUCE

Heinz Baked Beans with Tomato Sauce are not only brown, mealy and perfectly cooked but every material used in their making is the very best obtainable.

HEINZ BAKED BEANS

WITH TOMATO SAUCE

WITHOUT PORK

(VEGETARIAN)

Heinz Vegetarian Baked Beans are prepared especially for those who prefer baked beans with tomato sauce, but without pork. They are strictly a vegetable product, containing all the valuable nutritive elements of our regular baked beans, with the healthful digestive properties of the tomato.

BAKED RED KIDNEY BEANS

Heinz Baked Red Kidney Beans are entirely different from the ordinary "canned" kidney beans. Baked with Heinz selected pork and a rich, savory sauce, they have a very delicate and palatable flavor.

Heinz Kidney Beans are delicious as a complete luncheon; or, as a side dinner vegetable dish, they are a pleasant change from the ordinary green or canned vegetables.

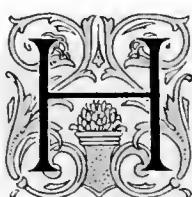
PLAIN BAKED PORK AND BEANS

Heinz Plain Baked Pork and Beans are cooked in the style of the celebrated Boston baked beans without tomato sauce, and have all the delicious home-made Boston baked bean flavor.

Prepared with the choicest sliced pork and an especial sauce of their own, they possess a taste much appreciated by those who prefer old-fashioned baked pork and beans of New England.



HEINZ TOMATO SOUP



EINZ Tomato Soup is a rich cream of tomatoes, a puree made from the choicest of the famous Heinz-grown, ripe tomatoes, with skins, cores and seeds removed and pure, sweet cream and fine spices added. It has all the natural appetizing flavor of the perfect tomato.

No meat or stock is used in the preparation of Heinz Tomato Soup. It is strictly a vegetarian product and is popular as a Lenten food.

Heinz Tomato Soup is conducted while hot, from the kettles direct into the Heinz improved tin, where it is hermetically sealed, thus retaining all its valuable aromatic properties.

It is packed in small, medium and large tins of suitable sizes for convenient family use.

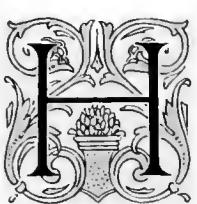
It is totally unlike ordinary tomato soup, being so rich and smooth in body that it is often used as a tomato sauce by leading hotel chefs, who find it superior to any tomato sauce they can make for serving with chops or cutlets.

The secret of Heinz Tomato Soup goodness is, chiefly, that it is made when the tomatoes are in their most perfect state of ripeness. Then the Heinz improved tin keeps it fresh until opened, heating in boiling water being the only preparation required for serving this most delicious of soups.

A good cream of tomato is probably the most popular of all soups, but even the most expert chef finds it difficult to prepare a perfect tomato puree without fresh ripe tomatoes. It cannot be done satisfactorily with canned tomatoes, and as fresh ripe tomatoes are not readily obtainable at a reasonable cost, except for a very short time in season, people who are fond of tomato soup and appreciate the genuine tomato flavor and freshness, find Heinz Tomato Soup ever-ready, convenient and unsurpassed in quality.



HEINZ SAUERKRAUT



EINZ Sauerkraut is made of clean peeled and cored heads of choice cabbage, cut fine and fermented in its own juice with pure salt.

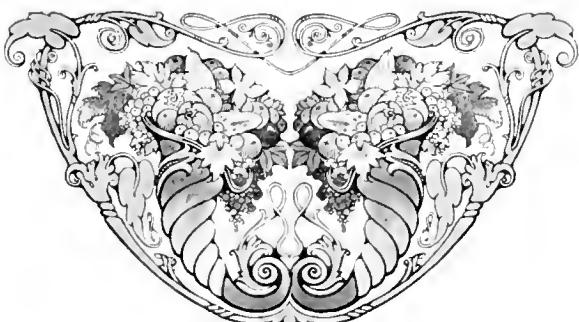
HEINZ COOKED KRAUT WITH PORK

Cooked in porcelain kettles with select, government-inspected fresh pork in the most approved home way, and packed and hermetically sealed in the Heinz improved tin. It is a delicious luncheon or dinner vegetable.

Many people like kraut, but object to the odor caused by its cooking in the home. Heinz Cooked Kraut may be used without house odor, as all the preparation required is to place the can in hot water for a few minutes and the delicious savory dish is ready to serve.

Heinz Cooked Kraut with Pork is an excellent and healthful change from ordinary vegetables. Especially suitable for hunting trips, sea voyages, and wherever a variety of prepared foods in convenient form is desired.

Heinz Sauerkraut uncooked is also sold in bulk wood packages to be retailed by the pound or quart.





HEINZ MINCE MEAT

HEINZ Mince Meat is composed of selected, fresh, prime cuts of beef; the best white suet; delicious four crown Valencia raisins, each one carefully seeded; choice apples; Grecian case currants, thoroughly cleaned before using; the best candied citron, orange and lemon peel, sweetened with granulated cane sugar and all delightfully seasoned with the purest aromatic spices of our own grinding.

Every ingredient of Heinz Mince Meat is the best that money can buy and care obtain—such materials as can only be secured through extensive facilities for purchasing.

It also means much to the particular housewife that Heinz Mince Meat is made in Heinz model kitchens, under the most rigid inspection, which insures scrupulous cleanliness.

Although every possible care is thus taken to make Heinz Mince Meat the best that can be made, regardless of cost, it is not really more expensive than good home-made mince meat, while its use eliminates all the difficulty of securing and assembling just the right materials and all the arduous labor of preparation.

HEINZ GOLD MEDAL MINCE MEAT

This is the premier of Mince Meats. It is especially heavy with choice fruits and deliciously flavored with superior wines and brandies. Heinz Gold Medal Mince Meat appeals particularly to people who are fond of an extra rich and highly seasoned and flavored mince pie. It is a luxury indeed, and is sold in glass jars only.





HEINZ MINCE MEAT

FOR GENERAL FAMILY USE

This is packed in tin cans, stone crocks and in bulk wood packages to be retailed by the pound. It is made with the same high-class materials as our mince meat in glass.

In all our Mince Meat select varieties of apples are used, and these are carefully sorted, washed, pared and cored.

The luscious Valencia raisins, which we purchase especially for Heinz Mince Meat, are rarely ever found in ordinary grocery stores.

The Grecian case currants are not the ordinary kind, but are much larger, cleaner and of a finer flavor.

The candied peel and citron are of the best Leghorn importations.

The suet is fine, white, fresh kidney suet, only obtainable through careful selection.

The beef is from an establishment where government inspection is maintained.

Not only the best materials, but also years of experience and skill are combined to make Heinz Mince Meat the most delicious exponent of this great American luxury in all its goodness—its putting together is a science.

Many leading hotels, restaurants and bakeries of the highest class use Heinz Mince Meat regularly, finding it not only more satisfactory, but more economical than making their own mince meat.

We especially recommend our special improved tins, in which—hermetically sealed—Heinz Mince Meat does not deteriorate and is guaranteed to keep in all climates.

HEINZ FRUIT PRESERVES

WITH the development of modern factory kitchen methods, and the perfection of the hermetic sealing process, many find it more economical as well as more convenient, to purchase preserves in prepared form, rather than to take the time and trouble of obtaining suitable fruits and doing the work of preserving at home.

Every housewife who has put up her own preserves knows how often she finds fermentation and spoilage when she opens them for use. There is no danger of such disappointment or loss with Heinz Preserves, as they are guaranteed to be good when opened.

Only the choicest fruits are selected and nothing but granulated sugar is used in preserving—it is really the good old-fashioned home way, with the improved facilities, the scrupulous care, and the absolute cleanliness of the Heinz model kitchens.

The average housewife's experience in putting up preserves is confined to a day or two each year. In Heinz kitchens, our skilled preserve makers are working continually during the entire fruit season, year after year.

Our hermetically sealed containers, and particularly the Heinz improved enameled tins, keep all our fruit products fresh and delicious.

Heinz Preserves are prepared in steam-jacketed kettles which never scorch and the natural fruit flavor is retained in the highest degree.

The secret of the Heinz preserving method is in the selection of the fruits used, together with scrupulous care and cleanliness—plus the skill which comes with experience.

In fact, the most approved way of home preserving is also the Heinz way, but with a greater field from which to select the fruits, and better facilities for doing the work.

VARIETIES

Strawberry	Cherry	Red Raspberry	Peach
Black Raspberry	Damson	Blackberry	Pineapple





HEINZ CRANBERRY SAUCE

Heinz Cranberry Sauce is made of choice Cape Cod cranberries, prepared with pure granulated sugar only; no artificial preservative or coloring being used. Its rich red color comes from the perfect fruit.

The Heinz way of cooking in steam-jacketed kettles develops the piquant, appetizing flavor of the cranberry, and renders it a most palatable relish for roast fowl, game and cold meats.

It can be purchased in stone crocks or in small quantities for a single service in family use in the Heinz improved tin, the enameled inside of which prevents contact with the fruit acid, and makes this package just as sanitary as glass, while much more economical.

HEINZ PURE FRUIT JELLIES

Heinz Jellies are composed of the carefully strained juice of choice, ripe fruits, with pure granulated sugar only.

The Heinz method of preparing and cooking insures the perfect jelly consistency, and preserves the natural fruit flavor.

The very best of home-made jellies can hardly compare in quality with these perfect jellies made in Heinz model kitchens, where every possible care is exercised in the selection of just the right kind of fruits, at the right season, and their preparation in the most approved way.

They are unequaled as fruit delicacies, in cases of illness, or as dainty relishes for afternoon teas, reception lunches and dinners.

VARIETIES

Currant

Grape

Quince

Crabapple

HEINZ FRUIT BUTTERS

APPLE BUTTER

HEINZ Apple Butter is made of selected, tart apples, peeled and cored, then placed with sweet cider and granulated sugar in steam-jacketed copper kettles and cooked into a delicious ruddy-brown apple sauce, with only enough pure spices to make it a palatable and appetizing fruit relish.

Many people desire to eat apples in some form daily as a matter of diet. Good fresh apples are not always easily secured, especially out of season, and Heinz Apple Butter is the most convenient and economical form of apple sauce for daily use.

Made of autumn fruit grown in the most favored sections and prepared while the fruit is at its best, Heinz Apple Butter contains more of the nutritive and healthful qualities of the apple than is usually found in ordinary apple sauce or in the common variety of apples.

It is excellent for children's lunches, and is delicious in tarts, puddings, or for wafer sandwich making. As a healthful, convenient and economical fruit relish, it has no equal.

Heinz Apple Butter is strictly pure; it contains no benzoate of soda or other artificial preservative.

PEACH BUTTER

Heinz Peach Butter is a product of fresh, ripe peaches, peeled, seeded, and cooked in their own juice with granulated sugar and pure spices.

It has a rich, fruity, peach flavor, which is retained in all its appetizing freshness by the Heinz enameled tin and our vacuum sealed stone crocks.

Only the choicest variety of peaches is used in making this palatable fruit relish.





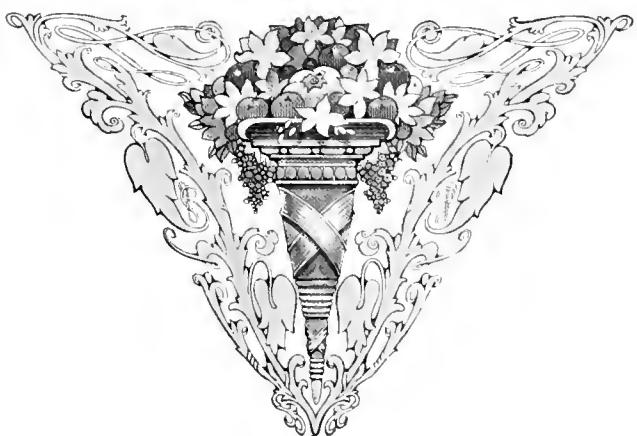
HEINZ

PLUM BUTTER

Like all Heinz fruit products, Heinz Plum Butter retains the natural fruit characteristics to an unusual degree.

Made of selected varieties of plums and granulated sugar, without any artificial preservative or adulterant, Heinz Plum Butter is an agreeable change from ordinary fruit conserves.

A healthful, pleasing, and ever-ready fruit relish.



HEINZ EUCHRED FIGS

HE fig is a very healthful article of diet, being often prescribed by physicians as a promoter of good digestion. Heinz Euchred Figs are a particularly delicious preparation of fresh, ripe figs, thoroughly permeated with the spiced sweet liquor in which they are preserved.

There are many varieties of figs, but the most highly prized is the true Smyrna type which is now very successfully grown in California, where the enterprise of its cultivation has been established and improved until the very finest quality of clear, thin-skinned, and luscious fruit is produced in great quantities. For our Euchred Figs we use these Americanized Smyrna figs exclusively, always carefully sorted so that only the perfect fruit goes into the preparation of this variety.

"Euchred" is old English for "preserved," and is used to describe an especial kind of preserving, in which the flat sweetness of the sugar is modified through the tart and stimulating flavor of the Heinz Vinegar—itself a healthful product.

Many people who do not care for the taste of ordinary preserved or dried figs, find the flavor of Heinz Euchred Figs very acceptable, since they are entirely different in character from those prepared in the usual way.

Our fine old vinegar, added to the sugar and choice spices in the preserving liquor, gives a piquant, appetizing flavor to this superior conserve, which is unequaled by any other method of preparation. Thus Heinz Euchred Figs are entirely different from ordinary and quite in a class by themselves.

They are very popular as a relish for luncheons and afternoon teas. Many first-class hotels also serve them on tables, and use them in the making of fancy puddings, tarts and pastry.

Heinz Euchred Figs are much appreciated by those desiring a fruit condiment of superior excellence combined with exceptional digestive qualities.



HEINZ TOMATO KETCHUP

UALITY commences with the selection of the seed from which all our fruits and vegetables are grown. This is especially true of tomato products. Furthermore, they must be fully ripened and prepared the same day they are picked from the vines. In no other way will the finished product retain the delicate fresh-fruit flavor that is always found in Heinz foods.

Heinz Tomato Ketchup is made of choice, fresh red-ripe tomatoes, specially cultivated on our own farms, or under our direct supervision, in localities possessing the soil and climate best adapted to their perfect growth.

No artificial coloring is used. The attractive color of Heinz Ketchup comes from the ripe redness of the perfect tomatoes.

Filled hot from the kettles directly into sterilized bottles, Heinz Ketchup not only retains the natural characteristics of the tomato, but Heinz clean methods also prevent fermentation and render benzoate of soda and other artificial preservatives unnecessary.

Our tomatoes are first thoroughly washed, then scalded with clear hot water and cooked to just the right consistency to retain the choice flavor of the tomato.

Heinz Ketchup contains much less water and correspondingly greater actual tomato food value than is found in even the best brands of the ordinary process ketchups.

Heinz Tomato Ketchup is not overloaded with spices and sweetening, only sufficient spices being used for a pleasing relish with the delicate appetizing flavor of the tomato, *yet it keeps perfectly either opened or unopened.*

This peculiarly pleasing flavor, together with its digestive qualities, has made Heinz Pure Tomato Ketchup the most popular of American condiments for general everyday use with meats, fish, baked beans, and many other foods.



HEINZ CHILI SAUCE (TOMATO CHUTNEY)

HEINZ Chili Sauce, sometimes called Tomato Chutney, is made of peeled whole tomatoes, skillfully spiced and seasoned to a degree which makes it a most appetizing relish for game, meats or fish whether served hot or cold. It is also a perfect tomato sauce for chops and cutlets simply when heated.

Like all Heinz tomato products it is made only from red-ripe tomatoes, without benzoate of soda or other artificial preservative.

Heinz Chili Sauce is the choicest of all tomato condiments and may be eaten by the most fastidious with the certain knowledge that every ingredient is of the strictest purity.

Made with the scrupulous cleanliness which characterizes all Heinz products, and thoroughly sterilized, it retains in an unusual degree the natural piquant tomato flavor.

HEINZ TOMATO RELISH

Heinz Tomato Relish is a highly seasoned tomato condiment, more pungent and spicy than Chili Sauce.

It is made from fresh, red-ripe tomatoes with just enough finely-chopped onion, green pepper, and other aromatic vegetables added to give it an appetizing zest.

It is an unequaled oyster cocktail sauce and is also especially suited for use with steaks, chops, cold meats and fish.



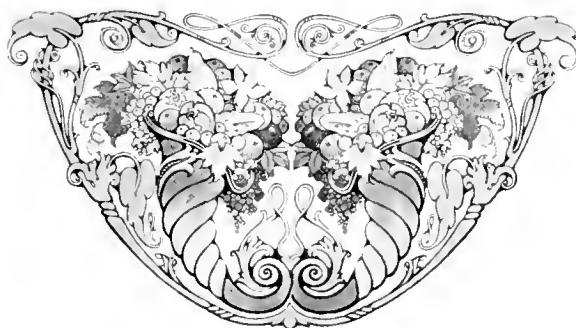
HEINZ MUSTARD DRESSING

HEINZ Mustard Dressing is an appetizing mustard condiment, seasoned and spiced in a way that makes it a delightful relish for cold meats, game and fish. It is unexcelled as a dressing for lettuce or sliced tomatoes, and as a basis for mayonnaise, although it should not be sold as a mayonnaise dressing.

Its digestive properties are so excellent that many who avoid ordinary condiments find no inconvenience in eating Heinz Mustard Dressing. The modified flavor of the pure mustard which it contains is very acceptable to those who object to the pungency of table mustard.

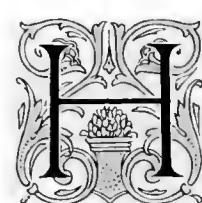
Many hotels and restaurants use Heinz Mustard Dressing in the preparation of meat sandwiches, tomato salads and dishes with which mustard is served, finding it of a finer and more delicate flavor than dry or prepared mustard.

Heinz Mustard Dressing is especially palatable with fish and all sea food, also as a relish for baked beans. As it never becomes rancid, it is a most convenient and agreeable condiment to have on hand for ready use.





HEINZ MANDALAY SAUCE



EINZ Mandalay Sauce is a piquant, stimulating and appetizing table sauce of superior merit, prepared from the pulp and juices of choice foreign and domestic fruits and vegetables, scientifically blended and seasoned. Of oriental origin, as its name indicates, Heinz Mandalay Sauce possesses the peculiar zest and subtle appetizing flavor so highly prized by epicureans.

The secret of making mandalay sauce was found in the East Indies by an English army officer and, coming into our possession, it is now prepared exclusively by us in the Heinz way, which develops its aromatic qualities to the highest degree.

Although one of the later of the "57 Varieties," Mandalay Sauce has already grown to great popularity in clubs, hotels and restaurants of the better class, and is regarded by connoisseurs as surpassing in excellence any other table sauce known.

HEINZ GOLD MEDAL SAUCE

Heinz Gold Medal Sauce is made after our own formula, and possesses a distinctive flavor of its own.

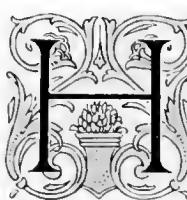
Many people who do not care for the ordinary type of Worcestershire sauces, find Heinz Gold Medal Sauce a most acceptable and stimulating relish, which they regard as superior to anything of the kind obtainable.

Every ingredient of Heinz Gold Medal Sauce is the best, and its blending is a science developed through years of experimentation and endeavor to improve upon the best known table sauce quality.

It is widely used for seasoning sauces, gravies and soups, and has a particularly smooth, mild flavor which proves very acceptable in combination with either meats or vegetables.



HEINZ PEPPER SAUCE

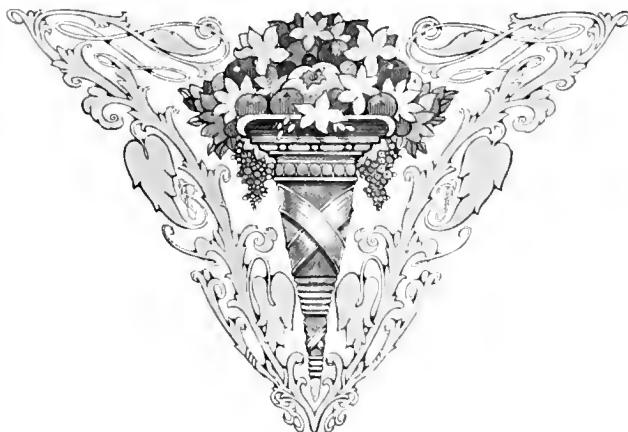


EINZ Pepper Sauce, both red and green, is made of cultivated small peppers, grown in climates which develop to its fullest extent the characteristic pungency of the choicest varieties of peppers.

They are washed clean and processed while fresh, to retain the distinctive pepper flavor.

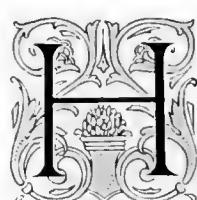
Heinz Peppers are steeped in Heinz Pure White Pickling and Table Vinegar, which has sufficient strength to neutralize the strong, hot taste—yet, it does not destroy the piquant natural pungency of the peppers.

Heinz Pepper Sauce is an ever-ready relish for household use. It is recognized as the premier of pepper sauces and is served on the tables of leading hotels throughout the world.





HEINZ PREPARED MUSTARD



HEINZ Prepared Mustard is made of the choicest mustard seed from California and European countries. It has the distinctive mustard pungency developed to the highest degree, yet it is mild and pleasing to the taste.

The seeds are thoroughly cleansed before being ground and the vinegar used in its preparation is Heinz Pure White Pickling.

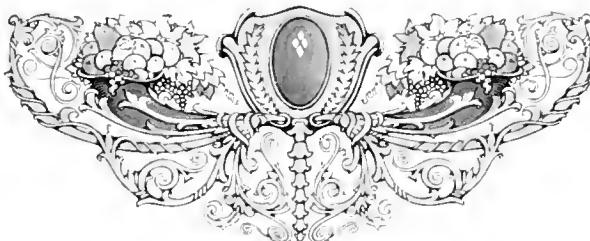
The distinctive aroma and appetizing flavor of Heinz Prepared Mustard is due to our method of blending the seeds and spices.

Heinz Prepared Mustard is absolutely pure. It contains no benzoate of soda—no coloring matter or adulteration of any kind.

Sold in glass bottles and in bulk.

NOTE

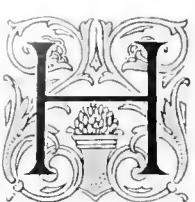
Our half-barrels and barrels for packing prepared mustard are oak, iron-bound, shellacked and fitted with patent stirrers which enables the merchant to keep the mustard at a uniform consistency. We furnish a gate faucet, through which the mustard is drawn from closed package, preventing loss by evaporation or drying on inside.







HEINZ POWDERED MUSTARD

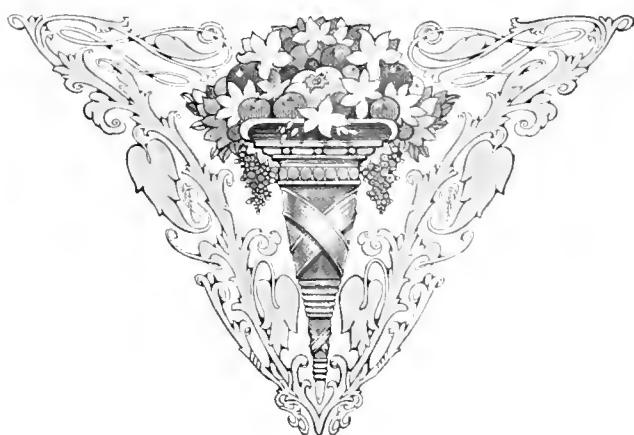


EINZ Powdered Mustard is the flour of the best imported and domestic mustard seed carefully cleaned, blended and ground by the Heinz method.

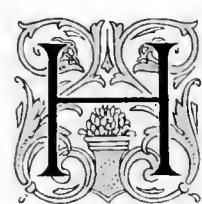
Heinz Powdered Mustard contains all the original oil and the other valuable properties of the fresh mustard seed, and is very superior to common varieties of powdered mustard.

Heinz Powdered Mustard is not colored with turmeric or adulterated in any way. It is strictly pure and has the pale yellow appearance which is the natural color of the finest mustard seed.

The unusually fine quality of Heinz Powdered Mustard is obtained by blending several varieties of choice mustard seed in just the right proportions to develop both strength and flavor.



HEINZ INDIA RELISH



HEINZ India Relish is a delicious, appetizing, sweet pickle relish for meats of all kinds. Made of finely-chopped, Heinz-cultivated vegetables, carefully selected and richly spiced, it has an aromatic, palatable flavor unequalled in any similar condiment.

The art of combining the pulp and juices of vegetables and fruits with condimental seasonings, in such a way as to produce an appetizing food relish, had its beginning early in the history of the human race. It is said that India is the original home of the food condiment, and that long before the beginning of any authentic history, there existed in India a civilization which was highly developed in all the arts of enjoyable living.

Hence, the peculiar significance of the name "India" in its application to the delicious blend of fruits, vegetables and aromatics which constitute this unequalled condiment, many of the ingredients of which are of oriental origin, and which in its general character and preparation is closely akin to the best condimental preserving practice of the ancient Hindoo race, refined and adapted to the American taste by Heinz methods.

The practice of serving a relish of some sort with luncheons or dinners is almost universal, and when vegetables or fruits of a suitable nature are not easily obtainable, Heinz India Relish is a most acceptable and generally liked alternative for every-day use.

Heinz India Relish has justly become one of our most widely known and popular varieties, being served on the tables of leading hotels and steamship lines everywhere.

Heinz India Relish possesses all the piquancy and characteristic excellence of Heinz Sweet Pickles in a convenient form for use with any kind of food.

Heinz India Relish is also a very useful addition in the making of salads and sandwiches. It is packed in handsome bottles of convenient size for service on the table in original package.



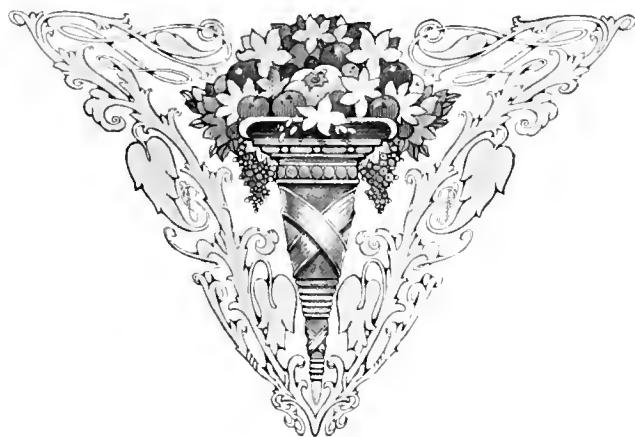
HEINZ EAST INDIAN CHUTNEY

HEINZ East Indian Chutney is a richly-flavored condiment prepared from fruits, vegetables and spices of foreign and domestic origin carefully selected and skillfully blended. Being less hot and pungent than the ordinary Indian chutneys, it will be found more palatable.

Heinz East Indian Chutney has a peculiarly piquant, flavor which adds zest to the appetite.

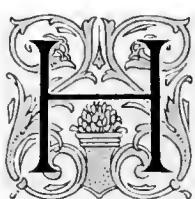
It is excellent with hot and cold meats, game of all kinds, Welsh rarebits, etc., and it is also very acceptable as a relish for outing luncheons.

In jars suitable for table service in original package.





HEINZ PURE OLIVE OIL



HEINZ Olive Oil is the pure virgin oil of selected ripe Spanish olives. It is absolutely free from adulteration of any kind.

Fine virgin olive oil is very susceptible to deterioration through climatic or other conditions, and especially through neglect or unsanitary surroundings after it is expressed from the fruit.

Heinz Olive Oil is not only made from the choicest olives the world produces, but the utmost precaution is taken throughout to retain its valuable nutritive qualities and natural fruity flavor in their highest perfection.

Mere purity does not indicate fine quality in olive oil, since pure olive oil is made from second and third pressings, the first pressing alone producing what is known as the virgin or first grade of oil. Heinz Olive Oil is first pressing oil only.

Heinz Olive Oil has the clear, brilliant, golden color with a slight greenish cast and the distinctive flavor of the olive, such as is only found in oil of the choicest quality.

Genuine virgin olive oil does not have a thick, heavy consistency, but is light and delicate, with its fruity characteristics developed so as to be recognized immediately by the aroma. Oil made from inferior fruit, without the care necessary to preserve this most valuable quality, or oil made from second pressings of the olive, is often devoid entirely of this fine fragrance, which can be noticed immediately upon the removal of the cork from a bottle of the finer oil. Many merely "pure" olive oils on the market, give off no more aroma than common sweet oil or other inferior vegetable oils; yet, one of the most popular fallacies—made possible through lack of information on the part of consumers—is that a good olive oil should be entirely without bouquet, when the exact contrary is true.

The best olive oil has also the distinctive olive flavor in such a marked degree that persons unaccustomed





to this quality of oil often fail to appreciate it on first trial, regarding its flavor as being too pronounced in character. Once educated to the finer quality oil, however, they will no longer accept the inferior grades, which are lacking in many of the essentials and values of a carefully prepared product.

No expense or means have been spared to make Heinz Olive Oil the most nearly perfect obtainable, and discriminating users readily appreciate its superior merits.

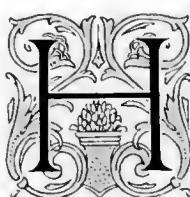
It is used by many well-known hospitals, sanatoriums and leading druggists, and is prescribed by many prominent physicians on account of its high value as a flesh-building food, while its medicinal properties are unequalled.

Heinz Olive Oil in glass is packed in princess bottles of clear transparent glass that shows the natural color of the oil. Ordinary qualities are usually packed in green or colored bottles to hide imperfections.

Heinz Olive Oil in tin fulfills the demand for a strictly pure olive oil of fine quality in large quantities. The quality is the same as of Heinz Olive Oil in glass.



EVAPORATED HORSE-RADISH



EINZ Evaporated Horse-radish is a granulated form of cultivated horse-radish roots. As prepared exclusively by us, it retains the natural aromatic flavor of fresh horse-radish for years in any climate.

H. J. Heinz Company is the world's largest grower of fine horse-radish, having perfected its cultivation through years of experience until larger, cleaner and more pungent roots are secured than are produced by ordinary methods.

Heinz Evaporated Horse-radish is well known in every civilized country of the world. It has no rival which approaches its quality and general excellence as a convenient form of horse-radish to use at all seasons with oysters, chops and cold meats.

It is made ready in a moment by mixing with a little water first, and then adding vinegar. *It should never be mixed with vinegar first, as that makes it bitter.*

Heinz Evaporated Horse-radish is as economical as it is convenient, one bottle being equal to six bottles of the commercial fresh grated variety. There is no waste when prepared as needed.

It is especially adapted for use wherever fresh radish of good quality is not readily obtainable. As a seasoning for roasts, gravies and sauces it is unequaled by horse-radish in any other form.

Horse-radish is perhaps the most generally liked of all table condiments in daily household use, but fresh grated horse-radish soon loses its flavor and strength even in sealed bottles, and at some seasons of the year it is difficult to obtain. For this reason, Heinz Evaporated Horse-radish is much appreciated by housekeepers and hotel chefs who are familiar with its ease of preparation and the general satisfaction it gives as an ever-ready substitute for the fresh grated horse-radish.



HEINZ PEANUT BUTTER

HEINZ Peanut Butter is made of the choicest peanuts, carefully selected, cleaned, delicately salted, and prepared in a way that retains all the nutritious oil and richness of fresh roasted peanuts. The nuts are roasted to just the right degree for best flavor and highest food value. Then only the perfect meaty part of the peanut is used, the skins, heart-seeds and all over-roasted or imperfect nuts being removed to insure a mild, creamy butter with an agreeable taste.

Heinz Peanut Butter contains more valuable food qualities than beefsteak, being superior in protein, fat, and nitrogen, to any kind of meat.

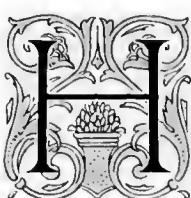
It also has better flesh-building properties than dairy butter and, being a vegetable product, does not so readily become rancid or unwholesome. It is entirely free from the germs that commonly infest creamery butter, lard and all animal fats.

Used in cooking, Heinz Peanut Butter imparts a savory, nutty flavor very pleasing to the taste. As a seasoning, it has a character unequaled by any meat condiment.

A pure and perfect emulsion of the finest peanut meats, Heinz Peanut Butter is healthful, easily digested, and always ready for use. Delicious for sandwiches and children's lunches; also for cooking and all household uses where dairy butter is commonly employed.



CIDER VINEGAR



HEINZ Cider Vinegar is made from the pure juice of fresh apples only, thoroughly fermented, clarified and aged to a degree that preserves the full natural flavor and aroma of the apple.

Our cider vinegar plants are located in sections of the country where the best apples are grown, New York and Michigan, and the fruit is brought fresh from the trees to our mills, where the apples are converted into cider while yet sound and fresh.

We press out millions of gallons of this cider yearly, yet we do not sell one drop of cider as such. All this juice is converted directly into absolutely pure cider vinegar.

There is a great difference between cider vinegar made from apple pomace and Heinz Pure Apple Cider Vinegar, made only from the first pressing of apples, without anything extracted or added.

The pure apple cider used for Heinz Vinegar is thoroughly clarified through months of ageing in our large vinegar tanks, where it obtains a clearness and brilliancy unequaled in any other cider vinegar.

No evaporation is allowed at any time, but the full strength of the pure apple juice is preserved and developed through our careful system of fermentation, and protection of the Heinz Cider Vinegar from the fresh apple until it is delivered as a finished product to the table.

Heinz Cider Vinegar is thoroughly aged and every package tested to insure uniformity in quality and the best possible flavor and aroma.

It is made to supply the demand of discriminating people for an absolutely pure apple cider vinegar of surpassing quality, and appeals to that large class of consumers who appreciate the distinctive apple flavor in vinegar.

REX AMBER VINEGAR

Heinz Rex Amber Vinegar is made by fermentation from pure granule cane sugar. Its brightness, color and smoothness are the natural product of the juice of sugar cane. It has full table strength and is one of the most healthful of table vinegars.





Rex Amber is produced to supply the demand for a pure, healthful, fermented vinegar at as low a price as consistent with purity and high quality.

Heinz Rex Amber Vinegar is now being preferred to ordinary cider vinegar by a large class of consumers who do not wish to pay the cost of a strictly high-grade cider vinegar, yet desire a fermented vinegar that is pure and healthful.

CRYSTAL VINEGAR

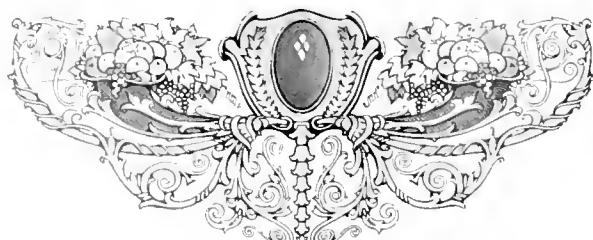
Heinz Crystal Vinegar is made to supply the demand for an absolutely pure, high-class, distilled table vinegar at as low a price as possible to obtain a healthful and pure vinegar.

It is made by the same methods as Heinz White Pickling and Table Vinegar, but is less aged before being placed upon the market.

Heinz Crystal Vinegar is made of sound materials with the same care and skill exercised in the making of our finer vinegars. Its acidity is the natural product of its ingredients and it may be used with entire assurance of its absolute purity and healthful nature.

NOTE

All Heinz Vinegars are strictly pure and fulfill the requirements of every state and national vinegar law



SIZES, COUNTS AND PACKING OF BULK PICKLES

EXTRA SPICED SOUR PICKLES

Large Count . . .	Casks	
Large Pickles . . .	Casks	900
Large Mediums . . .	Casks	1300
Mediums . . .	Half-barrels	600
	Barrels	1200
	Casks	1800
Special Mediums	Half-barrels	800
	Barrels	1600
	Casks	2400
Small Mediums . . .	Half-barrels	1200
	Barrels	2400
	Casks	3600
Small	Half-barrels	1700
	Barrels	3400
	Casks	5000
Gherkins	Half-barrels	2500
	Barrels	5000
	Casks	7500
Fancy Gherkins . .	Half-barrels	5000
	Barrels	10000
	Casks	15000
Midget Gherkins . .	10-gallon kegs	5000
	Half-barrels	7500
	Barrels	15000
	Casks	22500

IN PAILS

Small Pickles . . .	5-gallon pails	
Gherkins	1-gallon pails	
	2-gallon pails	
	5-gallon pails	
Small Gherkins . .	1-gallon pails	
	2-gallon pails	
	5-gallon pails	
Midget Gherkins . .	5-gallon pails	2500



MIDGET GHERKINS—22,500 TO THE CASK



FANCY GHERKINS—15,000 TO THE CASK



SMALL GHERKINS—10,000 TO THE CASK



GERKINS—7500 TO THE CASK



SMALL PICKLES—5000 TO THE CASK



SMALL MEDIUMS—3600 TO THE CASK



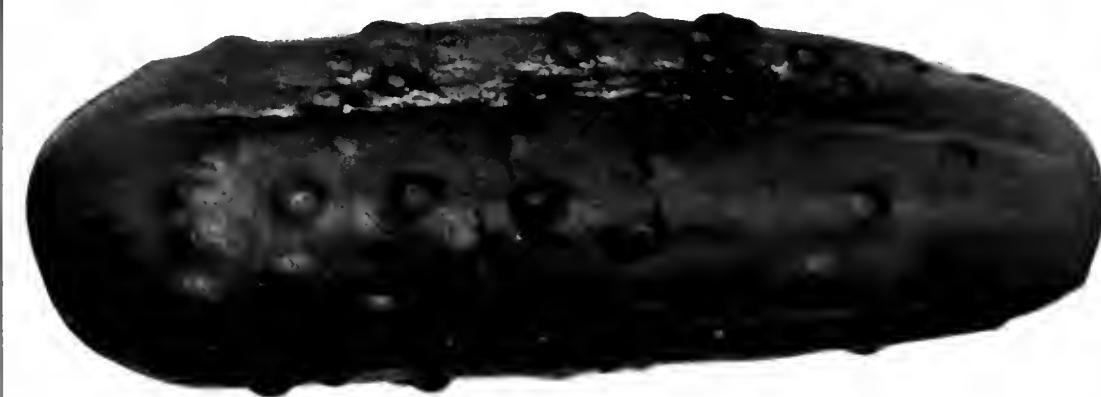
SPECIAL MEDIUMS—2400 TO THE CASK



MEDIUMS—1800 TO THE CASK



LARGE MEDIUMS—1300 TO THE CASK



LARGE PICKLES—900 TO THE CASK

SWEET PICKLES

Small Mediums . .	Half-barrels	1200
	Barrels	2400
	Casks	3600
Small	Half-barrels	1700
	Barrels	3400
	Casks	5000
Gherkins	Half-barrels	2500
	Barrels	5000
	Casks	7500
Small Gherkins . .	Half-barrels	3350
	Barrels	6700
	Casks	10000
Fancy Gherkins . .	10-gallon kegs	3100
Midget Gherkins. 10-gallon kegs		5000

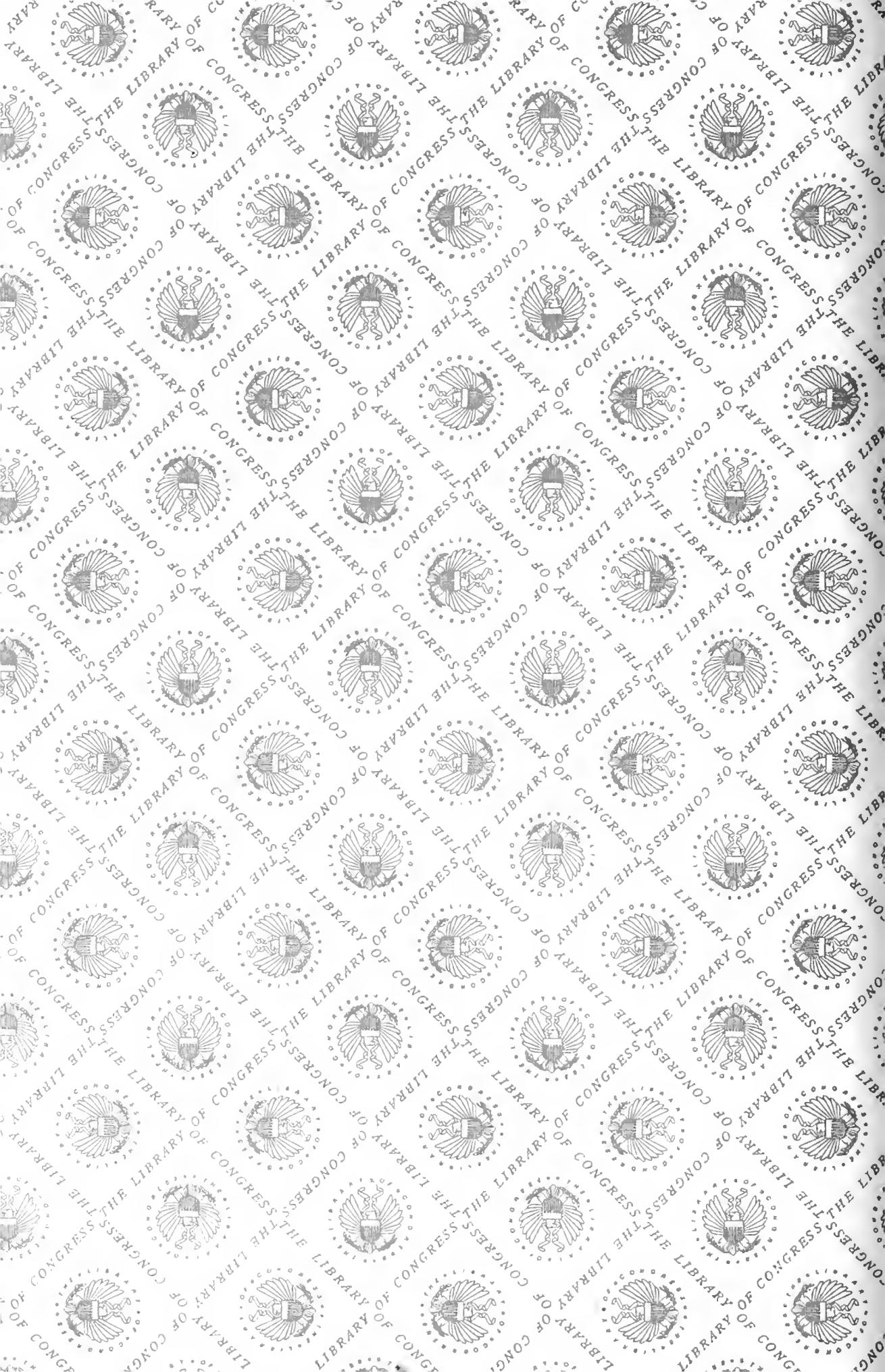
IN PAILS

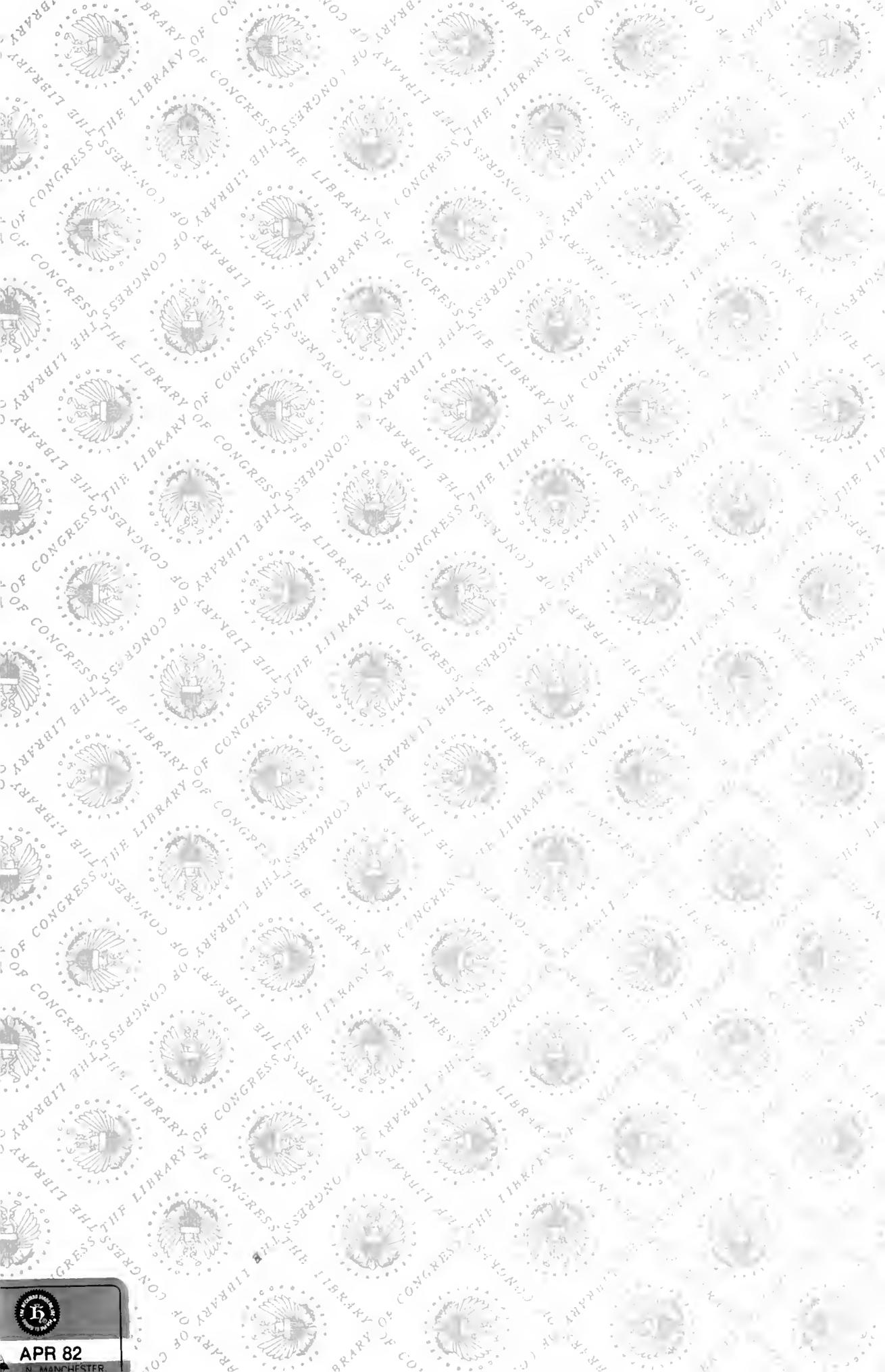
Small Pickles . .	5-gallon pails	
Gherkins	1-gallon pails	
	2-gallon pails	
	5-gallon pails	
Small Gherkins . .	1-gallon pails	
	2-gallon pails	
	5-gallon pails	
Fancy Gherkins . .	5-gallon pails	1550
Midget Gherkins. 5-gallon pails		2500

DILL PICKLES

Large Count . .	Casks	
Large Pickles . .	Casks	900
Large Mediums . .	Casks	1300
Mediums	Half-barrels	600
	Barrels	1200
	Casks	1800
Special Mediums. .	Half-barrels	800
	Barrels	1600
	Casks	2400

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